REAL ESTATE and BUILDING J O U R N A L





How to cut maintenance <u>Overhead</u>

> Best bet for heating installations in your commercial or industrial property is the unit heater you can recommend on the basis of least maintenance. That's where owners, operators and management groups alike look for long-range economy and lasting satisfaction.

> Tell them of the trouble-free operation of Bryant Gas Unit Heaters . . . how their specifically designed unit heater controls eliminate failures . . . how proper heat exchanger design prevents burnouts and squeezes a maximum of heat from every dollar's worth of fuel . . . how simple, time-saving installation of these Bryants meets their needs for comfort heating that's quick, automatic and without waste.

Tell them, too, that they can count on Bryant Unit Heaters for fewer service calls . . . less maintenance . . . less trouble overhead. These advantages mean real savings for all concerned!

For a more complete story, contact the Bryant Distributor nearest you or write direct. Bryant Heater Division, Dept. 131, Affiliated Gas Equipment, Inc., 17825 St. Clair Avenue, Cleveland 10, Ohio,



Your single source of supply for everything in gas heating equipment!

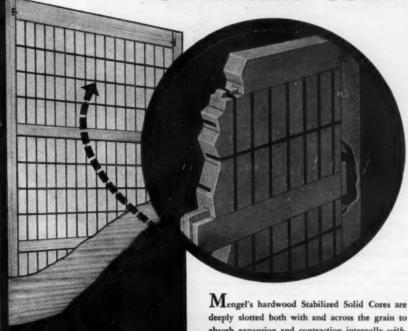


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SOLID-CORE Flush DOORS

have this exclusive STABILIZED CORE



absorb expansion and contraction internally without changing the dimensions of the door. The entire poplar core assembly is tongued-and-grooved into the dove-tailed wedge-locked hardwood frames, with enough tolerance to absorb stresses.

Designed and built to withstand severest conditions, Mengel Solid-Core Flush Doors are better. Get all the facts. Write today for new full-color A.I.A. descriptive catalog, including specifications.

Plywood Division, THE MENGEL COMPANY, Louisville 1. Kentucky

CHICAGO GIANT has 740 apartments -

is equipped throughout with compact Frigidaire Refrigerators

A striking new Chicago landmark has replaced an old one at 1350 Lake Shore Drive—former site of Chicago's historic Potter Palmer mansion.

The new landmark's two towers—22 stories high—comprise one of the largest and most modern apartment structures in the city. The buildings hold a total of 740 apartments. And it is significant that the refrigerator chosen for each compact, well-planned kitchen is a Frigidaire.

One reason for this choice is probably the fact that the name Frigidaire is welcomed by tenants as a hallmark of high quality.

But an even more important factor is economy of operation. And the greater the number of apartments, the greater its importance. So the choice made by Draper and Kramer, Incorporated, managing agents, is convincing testimony to Frigidaire's record for low-cost, trouble-free service.

Most important reason for that record is the fact that Frigidaire refrigerators are powered by the simplest cold-making unit built. Frigidaire calls it the Meter-Miser and backs it with a 5-year warranty.

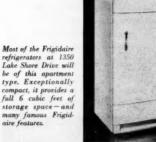
For full information on Frigidaire refrigerators and other Frigidaire household appliances, call your Frigidaire Dealer, Distributor or Factory Branch. Look for name in Yellow Pages of your phone book. Or write Frigidaire Division of General Motors, Dayton I, Ohio. In Canada, Leaside 12, Ontario. LOCATION: Chicago, Ill.
LOEBL, SCHLOSSMAN & BENNETT, Architects
S. N. NIELSEN CO., General Contractor



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FRIGIDAIRE America's No.1 Line of Refrigeration and Air Conditioning Products

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Electric Dehumidifier • Air Conditioners • Commercial Refrigeration
Home Laundry Equipment • Electric Water Newtors







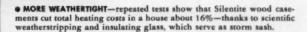
Typical Roor plan for a 5-room apartment is shown here. Other sizes are 2-room, 24-room and 34-room. Apartments are so designed and arranged that virtually all will have a view of Loke Michigal. Out the window went all existing ideas!

"Throw away all existing ideas about casements. Start from scratch and develop a unit that is better than anything else on the market."

That was the order we gave our engineers and research men. The result: the Curtis Silentite Casement, Here's why we believe no other casement can match it:



• A COMPLETE UNIT-with all parts pre-fitted-consisting of frame, sash, all operating hardware, insulating glass, screen and Mitertite trim. The illustration shows small unit with part of trim cut away to show how operating mechanism holds sash firmly in any position without rattling, swinging or vibrating.





· EASY OPERATION-this special Curtis hardware provides 15 times the operating force available with the ordinary lever-type casement sash adjuster. There is no hardware on outside of frame or sash when casement is closed and the minimum of exposed hardware inside. Adjuster is removable.

PLUS—Toxic water repellent treatment of all wood parts—reduced condensation—no sticking, binding or warping—quick, easy installation.

Mail the coupon for full information

Name......

Address.....

City......State.....

Everything but the in Joe Lenny's

Yet he was able to offer his houses—each equipped with General Electric Kitchen-Laundry—for only \$9500



Builder J. P. Lenny of Runnemede, N. J. had a strong conviction about *selling* houses.

He felt that it was most important to identify his "Cinderella" houses with QUALITY.

And, he felt that the best and surest way to identify his houses with quality was to install kitchen and laundry equipment that housewives know is the finest obtainable.

So he contracted to equip every one of his

"Cinderella" homes with a General Electric Kitchen-Laundry, and was still able to offer it for only \$9500 under "Packaged Mortgage" terms.

Result: He sold out the entire first section of 55 homes one week end!

In the pictures on these pages you see Mr. Lenny talking with Mrs. Marie Breen of 156 Patricia Lane, who purchased one of his "Cinderella" houses last year. Her enthusiastic comments are typical of those of her neighbors.

Home Bureau, General Electric Company, Bridgeport 2, Connecticut.



Mrs. Breen says: "We're so delighted with all our wonderful G-E appliances, and our friends are envious!
"I'm constantly amazed how many hours these G-E

appliances save me, and it's still hard for me to believe that they cost so little under the terms of our mortgage ...less than five dollars a month extra!"

glass slipper "Cinderella" home!



"it's wonderful to stack dirty dishes in my G-E Dishwasher after guests have left late at night—and go right to bed?" says Mrs. Breen. "In the morning they're sparkling-clean, ready for service again!"



"My G-E Clothes Washer saves me so much time, too. My rayon blouses and slips come out damp-dry . . . and I iron them immediately. I have two children and my G-E Clothes Washer is in service every day of the week!"



"How do I like my G-E Range? It's the finest range I ever owned. The temperature is so very even . . . and I never have a lopsided cake any more! Now my gravies, puddings and other baked foods come out just right. This G-E Range heats up so [ast, too!"

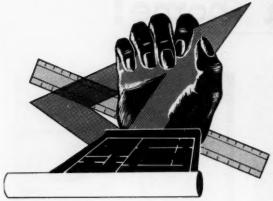


"I'm sure happy there's a General Electric Kitchen-Laundry in my home! So many of my friends who have become home owners recently, tell me they wish their new house had included all of this fine General Electric equipment."

You can put your confidence in -



\$6,724,800.00



MORTGAGE MONEY FOR MILITARY HOUSING

Construction is now under way at the Fairchild Air Force Base near Spokane, Washington, of 780 attractive single-family and duplex units for officers and enlisted men.

Under the regulations of the Wherry Act, the Federal Housing Administration is insuring mortgages totaling \$6,724,800.00 on this development, being constructed by Guthrie Construction Co.

A WORD FROM THE BUILDER . . .

"The efficient, time-saving services rendered by H. J. Ludington, Inc., have been a major factor in making possible the prompt closing of mortgages and start of construction following commitment by FHA on the Fairfield Air Force Base Project.

"Their experience and 'know-how' are highly valuable assets to any builder or sponsor undertaking similar development." Wayne E. Guthrie, Guthrie Construction Co., Spokane, Washington.

AT ONE SOURCE . . .

You can obtain temporary (construction) financing and permanent financing as well as the services of trained experts in the planning of 207 and Title VIII (Military Housing) developments.

H. J. Ludington, Inc., handled complete financial arrangements for SIXTY-THREE large, rental housing projects during the past year and have vast funds available for temporary and permanent financing anywhere in the United States.

YOU WILL PROFIT . . .

by the experience of the specialists who will assist in planning and presenting your project to FHA, will save you weeks of delay and will put dollars in your pocket.

ALSO . . .

Construction money and Permanent Mortgage funds are available for Title II loans to qualified builders in certain sections of the country.

FOR COMPLETE INFORMATION - CALL OR WRITE . . .

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BUFFALO OFFICE - Cleveland 5171

ROCHESTER 14, N. Y. - LOcust 6440

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Exciting Features and Low Price Zoomed 200-house Development to 500!

Landscaped lot, two bedrooms, fireplace, built-in furniture, blinds, revolving cabinet-desk, range, radiant heaf, 16-ft. Thermopane* window wall—all for \$7,990.

McCloskey & Co. didn't miss a bet to give home buyers more house for their money in Academy Garden Homes, Philadelphia.

Look at that Thermopane window wall, for example. Look at the way it opens up a house—makes you feel the place is BIG and fun to live in. And it's more comfortable . . . any time of year . . . because Thermopane is insulating glass. You can sit up close to the window in winter . . . use more of the floor space. And save fuel, too.

What about cost? Builders all over the country are finding that the cost is comparable to standard wall construction with ordinary windows! You cut out a lot of interior and exterior trim, plastering and decorating.

You simply use standard Thermopane sizes and a simple method of routing and joining 2 x 6's for framing. Mail the coupon right now for detail drawings.

Thermopone is made with plate glass or DSA—in more than 90 standard sizes, as well as special sizes, so you can use it in all kinds of windows. Plan right now to put Thermopone sales appeal in your homes.

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	Libbay-Owens-Ford Glass Company
4	1541 Nicholas Building, Taledo 3, Ohio
	Please send me complete information on installation methods for low-cost window walls of Thermopone.
1	Name
1	Address
-	CityState



Attractive on the outside, sure. But the inside story is really the "best seller"...for the walls and ceilings of this home are SHEETROCK* Gypsum Wallboard!

SHEETROCK interiors offer dozens of advantages that home prospects want—that make homes more saleable for you.

Thrifty application, easy decoration, quick occupancy, years of carefree comfortable living are some of these advantages.

Others, such as crack resistance, great strength, and fire protection are "hidden" advantages but just as important.

Investigate SHEETROCK and the PERF-A-TAPE*
Joint System now—discover for yourself how this
superior gypsum dry-wall helps sell houses. Your
U.S.G. representative has all the facts.



SHEETROCK provides smooth beauty



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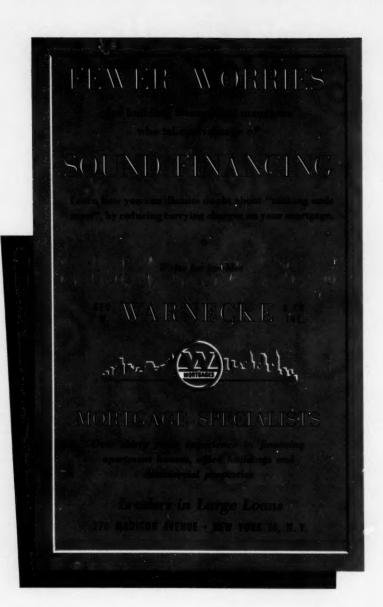
in Modern Homes..



... and <u>Hotpoint</u> leads in modern All-Electric Kitchens and Home Laundries!..

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Hotpoint Inc.





Zonolite—the concrete that insulates—makes the most efficient, trouble-free and permanent ground level floor slab ever laid!

Zonolite Floors Are Warmer, More Comfortable ... Free from Dampness

Zonolite Insulating Concrete has 16 times the insulating efficiency of ordinary concrete! It blocks condensation, cuts heat loss into the ground. Modern basementless homes built with Zonolite have added year 'round comfort, cost far less to heat. No wonder more and more home buyers demand low cost Zonolite insulated floors!

Zonolite Insulated Floor Slabs Are Permanent as the Earth Itself!

Once installed, Zonolite Insulating Concrete lasts the life of the building. It cannot rot, decay or deteriorate. In-

vestigate this way to build basementless homes that have better value, added comfort and economy through the years. Get details on Zonolite Vermiculite Concrete now.



Radiant Heating Is More Efficient, More Economical with Zonalite

Zonolite Insulating Concrete does two important jobs when used in radiant heated floor slabs. First, Zonolite prevents heat loss to the ground, keeps out rold and moisture. Second, its low heat capacity does away with "heat lag" and "over-ride," gives instant response to thermostatic controls.

	ZONOLITE COMPANY, Depl. NREJ-41 135 S. La Salle St., Chicago 3, Illinois
	Gentlemen:
MAIL MAIL THIS COUPON THIS COUPON THIS COUPON	I'm interested in better, more efficient floors. Send me booklet CA-4 describing Zonolite Vermiculite Insulating Concrete right away.
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COMPREHENSIVE — Give you a complete picture of all downtown areas.

DESCRIPTIVE — Contain all facts and figures about individual properties.

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SCIENTIFIC — All prime locations "clocked" for pedestrian traffic.

HISTORICAL — Include all information you need about city's real estate growth.

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19 " - SOUTHEASTERN STATES ATLAS

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Now Ready . . . ATLAS OF THE Solid South

. . . MOST EXTENSIVE RETAIL BUSINESS REAL ESTATE SURVEY EVER UNDERTAKEN

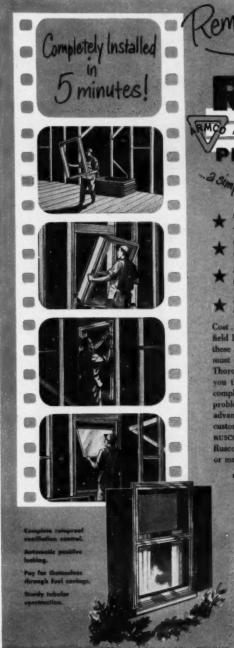
CONTAINS: 48 charts of 43 principal cities — 87 aerial views — 580 photographs — 2040 strategic locations clocked and checked — all bus stops in areas covered

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e solution to your window problems /

- FACTORY-PAINTED, COMPLETELY ASSEMBLED .. READY TO INSTALL
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- DOUBLE GLASS, SCREEN & WEATHERSTRIPPING IN ONE UNIT. (INSULATING SASH OPTIONAL)
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Cost . . . rusting . . . corrosion . . . field labor . . . maintenance these are the window problems you must constantly seek to solve. Thorough investigation will convince you that no other window so completely answers all of these problems and offers so many advantages, to you and your customers, as the remarkable new RUSCO PRIME WINDOW. Call your local Rusco Prime Window distributor or mail coupon for full informatio





THE F. C. RUSSELL COMPANY Department 7-NR-41 Cleveland I, Ohio

Gentlemen: Please send me catalog of informative data and specifications on Rusco Prime Windows.

Company

Address City ...

Build Defense Homes Now

Switch to prefabrication ... profit the P&H way

You can stay in business—even if government loan curbs, rising costs and material shortages have limited your conventional market. The nation needs low cost housing, especially in critical industrial areas.

You can fill defense housing needs, immediately, profitably, by building the new 1951 P & H factory-engineered homes. Your community gets permanent housing quickly...saves materials, manpower. You enjoy controlled costs, assured profits.

Whether you now build 5 homes or 500, you can get volume sales, project savings, minimum risk, prompt delivery, financing, by following the P & H Builder Profit Plan.

You can sell quality homes priced for every volume market—selected from the complete P & H line—floor areas from 672 to 960 square feet... two bedrooms or three, full basement or utility, left hand plans or right, "end placement" plans for narrow lots.

This advertisement pictures only a few of the 60 elevations—all reversible—in the complete P & H line. Your projects gain infinite individuality, avoid "row house monotony," with such P & H special features as gable and hip roofs, gable and hip porches, yardwide eaves, trellises, jib supports, window boxes, classic panels, shutters and door designs.

Government and financial agencies recognize the enduring quality and lasting value of P & H homes—planned and priced to meet all current housing regulations, national and local. P & H volume sales, easy financing, assure you steady profits in today's uncertain home building market.

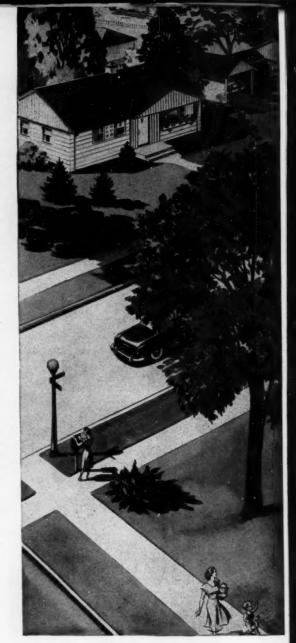
FINANCING AVAILABLE—When local financial resources are limited, you can get either construction loans or long term mortgages through facilities of Harnischfeger Corporation's service subsidiary, Builders Acceptance Company.

Write today for details of the P & H Builder Profit Plan. Ask for free booklet, "How to Win on the 1951 Home Front."



Harnischfeger Corporation

84 Spring Street . Port Washington, Wisconsin



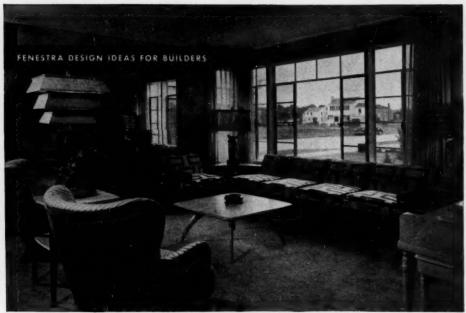








NATIONAL REAL ESTATE AND BUILDING JOURNAL — April, 1951



Here's how Architect Emil Minx, Chicago, and Builder A. J. Epson & Son, Skokie, Ill., used Fenestra Steel Casements to put oomph in a living room.

How to put OOMPH in a living room ...and keep it OUT of cost

Open it up to the sunshine.

Make it look big and bright and gracious.

Bring in plenty of controlled fresh air and don't leave the view outside.

Put oomph in your living room—in your whole house—with graceful Fenestra* Steel Residence Casements. Then tell your "window-shopping" home buyers that these windows twirl open to catch the breeze... that they are washed and screened and stormsashed from the warm, comfortable inside of the house.

NEW OUTSIDE / INSIDE TRIM SPEEDS INSTALLATION

For really fast installation get your Fenestra

Casements complete with Outside/Inside Galvanized, Bonderized, Prime-Painted Metal Trim. Nail to sheathing. Anchor to studding. No finishing required.

As for cost: Compare the performance and the quality and the installed cost with any window on the market!

Also available are Galvanized Windows, Metal Screens and Storm Sash, Steel Basement and Utility Windows. For details, call your Fenestra Dealer (listed in the yellow pages of your phone book). Detroit Steel Products Company, Dept. NE-4, 2250 East Grand Boulevard, Detroit 11, Michigan.

Fenestra windows · PANELS · DOORS

engineered to cut the cost of building

sell the BRIGGS plan ...

Beautyware

and you'll sell **2** bathrooms in <u>every</u> home!



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BRIGGS started the idea!

BRIGGS is promoting the idea!

BRIGGS is selling the idea!

Today's homebuyer is a bargain hunter! He's looking for something new and distinctive—something that will take the home he buys out of the "ordinary" class—yet keep it within his budget!

Install two bathrooms of colorful Briggs
Beautyware in every home you build—
add a star attraction that will help you
sell more homes faster! Don't overlook
the big economies of "back-to-back"
installations where the same rough pip"10% extra charge for chiral wave applies to complete sets including been failings."

ing serves both bathrooms and the savings you can make by installing one bathroom over the other in two-story houses. What's more, your homes can have the extra appeal of Briggs Beautyware colored fixtures for only 10% more than white!

You'll find it will pay to capitalize on the Briggs Two-Bathroom plan! Install two bathrooms of colorful Briggs Beautyware in every home you build!

BRIGGS MANUFACTURING CO., 3001 MILLER AVE., DETROIT 11, MICH.



Daniel W. Finn of Greenfield, Massachusetts, is a member of the Franklin County Real Estate Board and National Association of Real Estate Boards. Mr. Finn handles general real estate brokerage, appraising, and insurance.

"WE ARE PROUD TO BE SPONSORS OF PERFECT HOME MAGAZINE,"

Says Realtor Daniel W. Finn

"Perfect Home Magazine offers so much in the way of new home decoration and design, we have many people asking that their names be placed on our mailing list," says Daniel W. Finn of Greenfield, Massachusetts, speaking for the Franklin County Real Estate Board, "We are proud to do this because we are proud of what is offered in this fine magazine."

"The co-sponsors of Perfect Home Magazine in our community have gained a great deal from their co-sponsorship and have thanked us many times for allowing them to become a part of publishing the magazine here."

Perfect Home Magazine is edited to be its sponsor's own publication. The spensoring company's name appears as the publisher on the front cover page, and the back page lists the leading, reliable local building factors who join the sponsor in publishing it. So well does Perfect Home tell the sponsor's own story, that readers frequently congratulate him on his fine editorship.

More and more outstanding real estate, home building, and home financing organizations throughout America are finding that Perfect Home Magazine builds goodwill and is a background selling force of inestimable value. It is alive with ideas, authentic articles, new information on home design, decoration, and equipment edited to sell the "home idea."

The cost of sponsoring Perfect Home is nominal. Under the Perfect Home Plan, editorial preparation, photographic, art and typography costs are shared among its users throughout the nation. Local reproduction and mailing costs are in turn shared among the selected firms who join the sponsor in publishing it. Collectively, these firms establish a strong force for home ownership, for prestige and quality that no one of them could do individually.

Because it is edited only for leaders in the field of real estate, home building, and home financing, the publishers of Perfect Home exercise more than normal care to be sure the franchise for its use is placed only with the leaders.

A limited number of exclusive, annual, renewable franchises is still available. If you are interested, address your inquiry to

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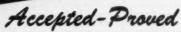
EDIATE Complete Chimney

Over 75,000 installations prove the demand for this better, complete chimney.

HOME BUYERS WANT THIS SAFER CHIMNEY THAT SAVES EVERYBODY MONEY

Van-Packer Complete Chimney is fire-safe, needs no main-tenance, and gives a better draft for greater fuel savings. Home buyers want the chim-ney that saves them money.

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Now Van-Packer Masonry Chimneys are available everywhere . . . without waiting. You'll find a Van-Packer jobber in your vicinity ready and able to give you immediate delivery and service . . . and prices are firm. Over 75,000 Van-Packer Masonry Chimneys are now in use-proof of Van-Packer's acceptance among dealers, contractors, architects, home owners, builders and code officials.

Van Packer FLUE The Complete Chimney

thing needed to build the chimney is included in the tightly sealed packages ... even the cement to put the sections together.

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Please send information Van-Packer Complete	on and free literature about the Masonry Chimney.
Name	
Firm	
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City	State

Where is Your Market?

By VINCENT P. BRADLEY

Trenton, New Jersey

THERE'S a fertile field for home sales in the large number of people today who are apartment tenants or are renting other housing units. They have more money today than ever before and most of them want homes of their own.

Like most Americans, they have been more interested in buying real estate during the past four years than in any similar period. They are reading with increased interest home building publications and daily newspaper advertisements of home offerings. They are thronging to model home showings and to nearly completed construction projects.

Some real estate salesmen have been guilty in past years of spending most of their time with other types of prospective buyers and have neglected this "for-

gotten group."

Realtors should become more mindful of this important home buying segment of the population and renew their efforts to help these people realize their desires to own their own homes. It should not be forgotten that many renters are living in dwellings that are already on the market and consequently they live in constant dread of having to move.

More effort should be put forth by the real estate industry to make amends for past non-performance. It costs little in time or money to telephone or write the tenants in your area and make yourself and your services known.

Ask these tenants if they would like to inspect some of the homes you have listed in sections where they may want to live or where they may want to buy a home site for future building. Even if they are not ready right now, they will be grateful to know that your interest in them is more lively and helpful.

Tenants know that prices are rising, that home demand is increasing, and that the supply is lessening. There's no need to intimate that the price quoted for a home may be too high or shaded or that the home

sold for less money three years ago.

Buyers may lose faith in salesmen who persist in alleging that the price asked is too high. They become bewildered by this kind of selling talk and wonder why the real value of what is being offered is not respected more.

Start cultivating now the best type of "real quality prospects" for home buying . . . the harried renters of the land, the forgotten men and women who really want homes of their own. Get into their lives, learn something of their desires, and try to satisfy them.

Sellers and buyers of last year or, for that matter of any of the past 10 years should also come in for more attention. These home owners may want to resell or re-purchase something more to their liking now. Unlike other days, many home owners of our times own three or four homes in a life span, where their ancestors may have owned but one home during their lives.

Tenants, sellers, and buyers need improved servicing by realtors. Getting "repeat" business is possible for the hustlers who will go out after it.

FORD HOMES FOR DEFENSE



• Sold for \$3,950.00 complete with lot in 1940 at beginning of World War II, have now doubled in value. Any reputable builder can produce better defense housing quicker for less money by using Ford package units, and we believe owners may double their money again in the next ten years. If it is essential that your community have defense homes quick, write for catalog and prices delivered in Northeastern States. Manufacturing franchises also available in other areas.

IVON R. FORD, INC.

McDONOUGH, NEW YORK

DESIGN DETAILS

PLATE 2
VALANCE LIGHTING



WALL MOUNTED UNIT



YOU CAN BE SURE.. IF IT'S
Westinghouse



This 24-page book fills a real need for construction details on valance, cornice, cove, soffit, pinhole, under-cabinet and other anusual lighting, affects. Kitchen and laundry plans, with complete dimensions, are also shown Send for your Free copy.



Built-In Lighting Adds A Distinctive Sales Feature

Living rooms ... dining rooms, bedrooms and dens, for that matter... offer builders a challenge. How can you give them an air of distinction ... something new ... something different ... features that will help sell your houses?

Let's look at lighting...built-in lighting...valance lighting, for example. Here is a way to decorate walls with light...to add charm and distinction to rooms. Cove, cornice, recessed ceiling and pinhole spotlighting are other innovations.

All through the house you'll find opportunities to put lighting to work...as a sales feature...as a worthy addition to the quality of your houses.

To help with your planning of lighting and other Electrical Living features, we've assembled practical, tested ideas... what to do, and how to do it... in our booklet... "Design Details for Electrical Living Homes." A copy is ready for you.

Setter Homes Bureau Dept. NRJ-4-51 Westinghouse Electric Corp. P. O. Box 868, Pintsburgh 30, Pa.

> Please send me a FREE copy of your book—"Design Details for Electrical Living Homes"—B-4671.

Name
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PAINE DOORS

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REAL ESTATE and BUILDING JOURNAL

APRIL

1951

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The Washington Column

Washington, D.C. — Here's what to expect on future metals production, according to Charles E. Wilson, production czar:

STEEL: During the last three months military requirements took 12% of total steel production. The proportion will approach 20% by December. Current plans call for expansion by 117 million tons by early 1953, 22 million tons more than at the peak of World War II.

COPPER: Defense production now consumes 12% of copper supply, increasing to 20% by December. Domestic stocks are very low. Increases from expanded production and imports won't be felt until after 1951.

ALUMINUM: Expanding at a rate which by the end of 1952 will add 60% to capacity existing in June, 1950. Military needs this year will take 25% of total supply. Increase in supply may make it possible to relax these controls in 12 to 18 months.

It's questionable when a defense housing measure may become law. The House version of the bill took a beating because many legislators felt it had a public housing "hook" in it. The Senate is now working on a bill which provides that an area must be designated as a "critical defense area" by the President before any feature of the bill may be utilized. An Inter-Agency Critical Areas Committee, consisting of the Defense Production Authority, HHFA, Department of Labor, Defense Department and Federal Security Agency, will recommend areas for the "critical" list.

You needn't get NPA approval to build a parking garage next to a new apartment building if the garage is used solely by the apartment's tenants. Construction of public garages or other public parking facilities does require NPA authorization.

Some real estate executives are still collecting withholding income and social security taxes from their salesmen. Federal courts have held that salesmen now are "independent contractors" and should not have taxes withheld. Such taxes already paid are recoverable from the government within six years after date of payment. Claims should be filed by employers or salesmen, or both, with the Wage and Excise Tax Division of the local Internal Revenue Office.

Ever hear of a \$15,500,000 mortgage on a station wagon? When the Reconstruction Finance Corporation loaned Lustron that amount, it took a blanket mortgage on all of Lustron's assets. When the certificate of title was issued for a station wagon bought by Lustron, it was necessary to state on the certificate the amount of the mortgage held by the RFC. No specific breakdown had been made by the RFC on the amount of money loaned on any individual piece of machinery or equipment. What happened? The entire amount of the loan was written on the certificate of title issued Lustron for the station wagon.

New construction put in place during the first quarter of 1951 was \$6,163 million, estimates the Departments of Commerce and Labor. That's the largest first quarter on record . . . 21% above the first quarter of 1950.



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STITCH IN TIME • • •

THE public eagerly consumed the Waynesville story a few weeks ago. The little town near Fort Leonard Wood, Missouri, hit the headlines with the story of servicemen and their families paying fabulous rents for disgraceful rental accommodations.

It will take the public some time to forget the squalor described in those stories and pictures. It's just one of the few stepping stones which proponents of rent control can use to keep the shackles on

the real estate industry

But this story of Waynesville should point up something quite important to each and every one of us. First, as NAREB's Alex Summer pointed out, the government, knowing this deserted army post was to be reactivated, should have made a plan of mortgage insurance coupled with prepayment premiums to mortgagees available to builders in the area. That done, there would have been plenty of housing. Two St. Louis real estate builders said if such a plan were in operation they would produce all the needed housing in Waynesville themselves. But the government isn't thinking that way right now, so there will be more Waynesvilles.

One of the things that strikes us as also important about this and other Waynesvilles is the smearing it gives us all. The exception is made to appear to be the rule. The individual reputations of all the real estate men, rental property owners, and home builders added together throughout the country mold the reputation for the whole industry. And our reputation is extra good - but it can be im-

We can complain that the government is shackling the housing industry, but the fact remains that if we ourselves don't do some policing to prevent conditions like those in Waynesville government shackling will continue . . . and it will win a popular vote.

We have been too lax in our vigilance. We need to raise our sights. We need strong collective action at the local level to discover such conditions and do something about them before they reach the headlines. Every one of us should take an inventory of our own practices and our neighbors'. If we know a landlord down the street is charging excessive rent, he in turn is giving a black name to us and the industry we represent. And he's spoiling our chances of ever getting out from under the government thumb.

A Southern builder recently took us on a tour of housing developments in his city. He was proud of them, but there was one project he tried to speed by. It was a large project of "cracker boxes" built row on row . . . one not distinguishable from another. "A builder from out of town came in and did that," our companion explained. "He reaped his profit and left. In a few years these will be slums."

The project gave building in that city . . . and the industry as a . a black eye. If the local builders had been more on their toes . . . had taken a look beyond their own doorstep . . . they may have been able to catch this blight on building before it started

We need to get the facts to the rent gougers and jerry-builders. few though they may be. Let's band together to see that no such conditions exist or have a chance to exist in our own areas. Then we'll have something to talk about. Then the facts about our record-breaking volume of quality home building and the low rental increases in decontrolled areas won't be buried beneath headlines about the few black sheep in our industry.

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Home Building for 1951...

it may be better than you think

Builders are cautious about what may happen to their business in the next few months. But the first quarter has proved better than expected, and a surprising number are going ahead with volume comparable to 1950. They predict a 11.5% hike in costs, so they're keeping a watchful eye on labor, materials, quick turnover. These are facts gleaned from a Journal 15-city survey among builders. Here's how they're meeting conditions

By BOB FAWCETT Managing Editor HOME BUILDING volume this year won't go but 1951 may be one of the top six construction years, in spite of what gloomy prognosticators say.

The government is calling the turn, to be sure. Most builders' troubles up to now are potential rather than real. Credit restrictions are just beginning to affect building plans. The full effect of any labor and material shortages hasn't been felt. But a majority of builders contacted in a Journal 15-city survey are going ahead, surprisingly enough, with a building volume nearly equal to their home starts in the peak year of 1951. Whether this will prove true by yearend is a matter of conjecture.

There's no doubt that pre-Regulation X commitments and material stockpiles have given an optimistic spurt to the first quarter construction total. That spurt may make up for the lag expected in later months. And that's what's worrying some long-range thinkers. For example, Tom Coogan of Miami says he's afraid that the government, alarmed at the steady building rate for the first few months, will clamp on tighter credit restrictions which will eventually lower the volume below the goal of 850,000 units.

At this point the most serious crimp to building plans are bewildering reports from Washington. Builder C. H. Eccleston of Albany, California, puts it this way: "We wound up our present 100-home unit last month. We were ready to start another unit of 100 homes but, because of the uncertainty of the entire building field, we decided to stop, look, and listen. We could not afford to build small, cheap houses in our project, thus destroying the value and appearances of our present homes. We will go ahead if there is some let-up of Regulation X and we can build and sell a somewhat smaller home, still keeping the quality and appearance comparable to our present homes."

Several builders contacted feel the same way. Realtor-Builder William James of Texarkana says, "Due to government restrictions, the number of houses we plan to build is unknown. However, we will build brick and frame homes in the \$15,000-and-down bracket."

But though most builders surveyed are cautious, they aren't putting much stock in forecasters' warnings of building storms. Wallace Johnson, big volume builder in Memphis, started 1500 units in 1950, both sale and rental. "This year," says Johnson, "we plan 600 homes for sale from \$7000 to \$11,000, and 800 rental units at rents from \$40 to \$60."

Frank Burns, another large-scale realtor-builder from Denver, built 538 homes in 1950, says he plans 500 for 1951, 172 frame and 328 masonry.

Still others are going along on a house-by-house basis. Their plans aren't long-range. They build from day to day as restrictions, material, and labor permit. But so far, they've exceeded even their own expectations of volume.

A few builders are switching from large volume economy housing to a smaller scale luxury-home operation. One builder sums it up this way, "People buying the \$25,000-and-up homes aren't going to be hindered as much by credit regulations. If we can get the materials, which may be a principal sorespot, that's where our activity will be."

Acquiring land is proving to be a difficulty for some builders. Van Holt Garrett of Denver says, "The number of homes we'll erect will depend entirely upon our scuccess in acquiring certain land. Should we be successful in this acquisition, our program may run as high as 200 units."

Financing is another story. Despite strong demand, the builder of lower priced housing thinks his market will almost wash away when credit curbs are felt. Arthur M. Weimer, economist for the United States Savings and Loan League, says, "Many financial institutions are becoming more and more conservative with respect to construction loans. In some areas mortgage money is becoming scarcer relative to current demands than has been the case for some time. This condition is likely to be changed considerably by the late summer, however."

If financial institutions are reluctant to make loans, it's the material situation that bothers them particularly. They're afraid a builder won't be able to fill his commitment. But they're quite liberal when a builder has everything he needs to finish a job.

Up to this time builders surveyed by the *Journal* haven't had any big headaches from material shortages. Here and there, nails, plumbing fixtures, pipe, metal products are in short supply. But builders feel if they hunt around enough, they'll get the materials they need. And if they don't, they can use alternates.

"Alternate" materials, the new term for substitutes, haven't come into any great use yet. To offset possible shortages some builders are switching from their conventional pattern of construction to newer methods; some are using more glass, for example, to avoid a shortage of lumber and sheathing. But there is no big trend to alternates up to now.

Prefabs are slated to fill the construction gap for some builders. Sid Dwyer, realtor-builder of Milwaukee, says, "We are augmenting our conventional construction with the erection of prefabs. This will take up the slack in the dropping off of larger homes. In 1950 we built 35 homes from \$10,000 to \$40,000. Being in a critical defense area we expect to increase this amount in 1951."

If builders aren't experiencing too much construction difficulty yet, they are worried about prices. And they're putting a lot of thought into ways of selling the strong yet selective demand and putting the brakes on mounting costs. On cost prediction, builders are almost unanimous. Costs will be up an average of 11.5% this year over last, they say, and their predictions vary only from 5% to 15%.

The economy house, in the sense of postwar terminology, is just about out the window. Cut many of the frills from last year's \$10,000 house, as many builders are doing, and it will still have a price tag around \$11,000.

Scarcity of good land isn't helping any. After World War II, housing projects mushroomed around cities, taking the available close-in building sites and spilling out onto the countryside. Now good land has a scarcity premium pinned onto the price tag and development of poor land hikes prices.

To keep costs down, builders are using a variety of cost-saving methods, keeping a sharp eye out for construction items that tend to go out-of-bounds.

Frank Crisp of St. Petersburg, Florida, says, "We break down the costs of our houses into each operation; so much for the framing or rough carpenter work, the finishing carpenters and other classifications in construction. This gives us a comparison of costs, one house to another, and we can determine how our costs are running."

One of the best cost-saving techniques found by G. W. Maquire, Amarillo, Texas builder, is a bonus plan for construction workers. "During the past few years." Maguire says, "we have followed the plan of allowing a bonus to be paid to all our construction workers, based upon the profit from our last project. At first we had this plan only with our superintendent, but we have expanded it to include all personnel except sub-contractors.

"We set aside approximately 30% of the net profit from our building operations and we work the distribution of the funds through our superintendent, who is in close touch with all the men and is well aware of their ability. At the end of each project he furnishes us with a list of all the men then on our payroll and his idea as to distribution among them. We follow his suggestions in most cases and have found that this method of handling the men not only improves our relation with them, but gives them an incentive to stay on the job and do good work. They become real boosters of our organization."

Charles Freeburg, Memphis realtor-builder, says, "One of the best cost-saving methods in slab construction is the use of dragline for filling slabs. Many small builders think that this is not practical. However, in a well-supervised operation of as little as 10 homes, we feel that the filling of the slab can be accomplished at minimum cost with a dragline. We are sure that the use of more power tools, such as cement finishers, and portable tools in framing and trimming make an economical operation."

Freeburg plans to build 70 houses for sale this year, 190 rental units, about the same as last year.

Robert Adams, Tulsa realtor-builder, who constructed 28 houses in the \$8000 bracket and six in the \$25,000 bracket last year, is planning 47 houses in the lower price range for 1951. He says, "We find a time clock on the job is a good cost-saver and greatly reduces our office time in figuring payrolls."

Other builders are depending on simplicity in design, use of modular construction, and continuous year-round construction to cut costs. Such is the plan of John Bonforte of Colorado Springs, who plans 200 two- and three-bedroom homes this year in comparison with his 1950 total of 167.

Realtor-builder William Pearce of Buffalo, New York, says, "Our most important cost-saving operation during the past year was the successful effort to record and review current costs. We analyze figures and eliminate some of the time lag. Constructionwise, our greatest time-saver has been the use of drywall construction.

"To help cut selling costs, we built a sales office next to a furnished demonstration house. This gives our representatives more area and better conditions under which to work."

One of the major cost-hiking factors is, of course, labor. And with an increasing demand on skilled workers, builders are keeping a wary eye out for labor difficulties.

Alex Treuhaft, Cleveland realtor-builder, says one of his principal problems is the slowness of sub-contractors and the scarcity of masons and laborers. "About the only way you can handle the problem is to keep field teams supplied and pulling evenly and push sub-contractors as much as possible." Treuhaft is building 110 houses this year. 10 of them in the \$35,000 to \$55,000 price class. That compares with his total of 154 last year.

A problem expressed by C. H. Eccleston is that of competitive bidding for labor. He says, "Due to local conditions in our area, we had difficulty in obtaining carpenters. Our Association permitted us to pay them \$2.17½ per hour, but other developers coming in from another county paid \$2.26½ an hour. We are striving to remedy this situation in our new contract with labor."

Frank Burns says his labor difficulty is principally a shortage of masonry sub-contractors. He's handling the problem by setting up his own crews and hiring directly.

In Milwaukee, where the FHA office says plumbing costs are higher than in any other city, Sid Dwyer reports costs have gone up about 40% since last September. And Dwyer says, "Despite this, the unions and building trades insist on talking about cost-of-living bonus increases."

But in some areas, the labor situation isn't so alarming. In Kansas City, Missouri, for example, Realtor-Builder Miller Nichols reports, "No labor problems at present." He says the labor supply in that area is better than six months ago. The Nichols Company is planning 250 homes in the \$13,000-\$516,000 class, 30 in the \$20,000-\$50,000 bracket, 55 more than the company's total in 1950.

A majority of builders are putting stress on sales, the quick turnover being one of the ways they believe they can cut costs. With this trend, a larger number of builders will use demonstration houses, taking orders from the pilot model before going ahead with further construction.

The room that will get the most attention saleswise is the kitchen. It will be more fully equipped, have a larger dining area and more cabinets. And builders are more cognizant of the parts good color schemes, brand names of equipment, and built-ins play in helping to make sales.

Here are typical comments:

William James says, "We will stress quality construction and size of rooms, paying particular attention to kitchen cabinets and color schemes."

Charles Freeburg says, "For 1951, we are stressing such sales features as name brands throughout the house, intelligent use of color, and chiefly a lower net cost per house because houses are designed and built for extremely low maintenance in the long run."

Frank Crisp: "We are going to feature the kitchen with a built-in breakfast bar, a recessed refrigerator space, a double sink with non-splash faucets and sprayer. Our bathrooms will be equipped with a built-in vanity, plate glass mirror, more shelves and cabinet space, a bench with a plastic top."

C. L. Bartel, Muncie, Indiana: "We are featuring a slab house with a utility room, combination radiant and convection heat, and aluminum exterior."

Many builders are pinning their hopes for the future on defense housing, especially the high-volume, low cost operators. A few areas already have been designated as defense areas, including Savannah. North Carolina, and Paducah, Kentucky. But as we go to press, conflicting reports about defense housing still wind their way out of Washington. The first bill was defeated because opponents said it gave an entre to public housing. When the Defense Housing Bill is finally passed and Regulation X is relaxed in designated defense areas, it may give a substantial boost to what is now predicted as a lagging last half for 1951 building.



◆Instead of building cabinets flush with window over kitchen work space, build them to allow for swinging cupboard at one end to open out over service counter. Ad-justable shelves can serve for the "most-used" cooking preparations. This would be a time-awing factor for housewife and would help cut down "kitchen fatigue"

Kitchen Space Savers

A home builder keeping a step ahead of the housewife's demands for plenty of cabinet and counter space in kitchens will find less sales resistance to his homesfor-sale. These four ideas make good talking points



A
These four shelved, swinging doors add storage
for assorted canned goods, shorten shelf depth
for easier reaching. Adjustable shelving in both cabinet and on doors wastes no head room over short items and never cramps tall boxes, glasses



Realtor Alex Summer A Profile

By KERMIT KAPNER
Real Estate Editor
Bergen Evening Record

WHEN Alexander Summer closed his first real estate deal he was a 17-year-old high school student. His commission was \$25. He parlayed that into a business that grossed \$61 million in 1950 and into his present eminence as No. 1 realtor.

Horatio Alger? No-o-o, says the easy-going Teaneck, New Jersey realtor who woke up last November 13—on his 47th birthday—to find himself the nominating committee's choice for the presidency of the National Association of Real Estate Boards.

He's no Horatio Alger, says Alex Summer, just lucky. That's a little of the kind of fellow he is.

This rangy, varsity-tackle-size specialist in success agreed to become the first New Jersey realtor to move to the top of NAREB despite his realization that 1951 can't help but do its best to make any executive look bad. But into the doubt of an economy spawned from half-way war, he's moving with the same confidence in himself — and his product — as that with which he sold his first house back in 1920.

He tells that story with candid gusto.

"One day I learned a three-family house on Elm Avenue (hardly a No. 6-iron shot from his present beehive business plant) was up for sale. The specifications fit to a T the wants of a house-hunting couple I knew. I told them about it. They wanted to see it.

"I didn't own a car, nor did the couple. We walked the 14 blocks to the house and awoke the owner, fellow named Gus Muller, a milkman who was catching up on his sleep during the day. I had him show the house to the couple.

"Muller may have been a little irritated because I had gotten him out of bed, but when the couple said they liked the house and would buy it, he was a happy milkman. Anyway, he gave me \$25 for helping to make the sale."

Summer looks like an athlete



Taking a brief recess from the busy speech circuit, President Summer relaxes with his wife, Edith, in their Teanafly, New Jersey home.

and is. He's straight as a rifle barrel, weighs 200 pounds and is 6foot 2. He likes to keep his weight around 210, but says, "I'm alraid hitting the banquet trail this year will give me some trouble in the weight department."

To keep in physical condition, Summer competes in a number of sports. That interest dates back to his high school days when he played end on the football team. He continued to play football at Columbia University and also was in one of the famed shells participating in the Poughkeepsie regatta.

Today he's a rabid golf enthusiast, getting around the course in the mineties. But perhaps his peculiar skill in sports is spearfishing, a skill acquired in three winters off the Bahamas.

Spearfishing takes perfect coordination and timing. The swimmer — eyes and nose covered with goggles and rubber fins on his feet — slides to within 20 feet or less of his fish, then discharges a mounted barbed spear. In some waters the swimmer must grab his prize and quickly bring it to the surface before a flow of blood brings a shark or barracuda onto the scene.

Along on some of these trips comes Alexander, Jr., Summer's 12-year-old son, who is getting into the sport. Young Alex, who Summer says "eats and breathes hunting and fishing," also goes along with dad on trout and bass trips to the Catskills and Canada.

Summer expects to find it difficult to keep up with these things this year because of his job as realty's chief spokesman. He'll be traveling throughout the United States most of the time, and will be away in Paris to attend an international conference on real estate May 30—June 2. Although it will be his and Mrs. Summer's first trip to Europe, he wants to be sure to return in time to see his pretty daughter, Rosalind, 19, a photographer's model during the summer, graduate from junior college.

Energetic and on-the-go most of the time, Summer is most content when he can settle down in the Colonial-styled home he purchased in Teanafly, New Jersey, last year. That taste for Colonial styling goes from home to his private office in Teaneck.

A New Yorker by birth, Summer spent his boyhood days in the "Big City" where he attended public school. His family moved to Hastings-on-Hudson in West-chester County, but soon veered southwest and settled in Bergen County's Bogota.

As a high school student he earned a few extra dollars by working for a local newspaper. "I wrote news stories, sold ads, and had charge of six boys who delivered the newspaper," Summer reminisces. "At least I had a well-rounded background in the newspaper business."

This was just about the time he earned his initial real estate fee. That started him. So entranced was he with the idea of supplying men their basic need of a place to live that he quit Columbia University in 1923 to join the New York real estate firm of Slawson & Hobbs. Two years later he was back in Bogota — this time in his chosen field - with the real estate office of Hallberg & Everett. But his start there wasn't too auspicious. In his first two months he wrecked a car while earning \$37.

With marriage as an incentive, Summer soon asserted his sales ability. In 1926 he sold \$2.4 million worth of real estate. He advanced to sales manager and his activity won him the presidency of the Eastern Bergen Board of Realtors.

His early success in the realty field prompted Summer to open his own office. "My first office," he recalls, "was a 2-room frame building I opened in November, 1933. It wasn't much to look at but it did serve the purpose."

Business boomed for the Alexander Summer Company — Summer and a secretary comprised the company — but it grew even more rapidly after 1934 when the Teaneck realtor became sales management agent for the Prudential Insurance Company for three counties.

Business continued to increase, with 1937 volume topping the \$2 million mark. By 1938 the company had outgrown the frame office, and that year a modern brick building was erected across the street (enlarged several times since then, there are now plans for a new wing).

All through this, Summer was becoming more and more active in community service and state realty work. He served as governor of the Eastern Bergen Board of Realtors, treasurer of the New Jersey chapter of the Institute of Real Estate Management, secretary and later treasurer of the New Jersey Association of Real Estate Boards. In 1940 he was elected vice-president of the state association, and achieved the presidency the day before Pearl Harbor.

Then came the war. Summer spent much time in the nation's capital in advisory and active capacities. He was appointed to the Realtors Washington Committee in 1942, took over the subcommittee on gas and fuel rationing, and later served as chairman of the subcommittee on rent control. Summer was on the Washington Committee for nine years, assuming its chairmanship in 1947.

The NAREB chief was also a



Summer and Alex, Jr. — father-son team — check the intricate guns they use while spearfishing in Bahama waters off Nassau.

member of the apartment buildings advisory committee of the War Production Board, was named to the New Jersey Advisory Housing Committee by Governor Edge, the New Jersey Council by Governor Edison.

In 1946, the Summer Company achieved a \$16,605,766 sales volume. That same year the firm began to place industrial plants throughout the Bergen County area. Land was purchased in Teterboro and South Hackensack, zoned for light industry, and soon the area mushroomed into the Bergen County Industrial Terminal, one of the greatest industrial developments of its kind in the East.

Summer inaugurated a six-point sales plan to help locate 25 plants employing more than 8,000 workers in the 1.7 square mile area. The plan consists of 1) survey and analysis of production requirements and methods, 2) site selection, 3) labor survey and selection, 4) plant layout and design, 5) construction, 6) financing—for ownership or long term lease.

The Summer Company continued to grow in size and stature. In 1948 the business tempo increased to \$31,388,179. It doubled in 1949 to \$64,022,495. Along with the increase, new branches were opened in Fair Lawn and Newark and across the river in New York where two sizeable lakeside developments were being built.

Summer now controls 27 corporations. Through his executive vice-presidents, all individual factors in the realty empire, the

(Please turn to page 272)



An aerial view of Bergen County Industrial Terminal, developed by Summer, shows 25 industrial plants now occupying the 1.7 square mile area.

Gear Your

Panel Members

Joseph Laronge, Cleveland, Ohio

James McMicken, West Allis, Wisconsin

Ed Mendenhall, High Point, No. Carolina

Thad Murphey, Macon, Georgia

Jackson Potter, Syracuse, New York

Maurice G. Read, Berkeley, California

Arthur Storm, Teaneck, New Jersey

Joseph Thorsen, LaGrange, Illinois

Harrison Todd, Camden, New Jersey

J. Ed Turner, Hattiesburg, Mississippi



What price range is in principal demand by home buyers in your area?

Mr. Laronge: "The demand in Cleveland is great in every price range, especially from a low of \$10,000 to \$30,000. However, the greatest number of homes seem to be selling between \$12,000 and \$18,000."

Mr. McMicken: "Greatest demand for single family units in Milwaukee has been in the under-\$10,000 range with the demand remaining very good up to \$25,000 for new homes which are well located, artistically designed, and planned for pleasant, conveni-ent living. Range of demand for two-family homes is \$15,000 to \$20,000.

Mr. Mendenhall: "Our best demand in High Point is for houses above \$20,000. This is largely true because of the tremendous scarcity in this bracket. There has been very little building above \$20,000. Most of the building has been from \$7000 to \$10,000. While there is still a market for this bracket, it is more nearly satisfied than it has been for years."

Mr. Murphey: "The price range of residences in Macon is from \$9000 to \$13,500 for two-bedroom houses and from \$13,000 to \$18,000 for three-bedroom houses. The majority of our customers are now experiencing difficulty in raising enough downpay-ment to secure a loan. The lending market is tightening up and it is increasingly difficult to secure a G.I. loan

Mr. Potter: "At present, the \$15,000 to \$18,000 homes seem to be on the preferred list in Syracuse."

Mr. Read: "Actually the greatest demand is probably for housing in the under-\$10,000 bracket of which we have very little within the city limits of Berkeley. The greatest volume of sales is made of fiveand six-room houses, fairly modern and well located. The two-bedroom homes range from \$12,000 to \$15,000 and the three-bedroom homes from \$15,000 to \$15,500."

Mr. Storm: "The higher-priced home is enjoying a more active market in and around Teaneck but, as always, the lower income prospect is in the majority.

Mr. Thorsen: "The principal price range in La-Grange is \$15,000 to \$25,000. There is also an in-creased demand for new homes in the \$35,000 to \$40,000 bracket. Buyers are realizing that old houses now available at \$35,000 to \$45,000 are a good buy in comparison to their basic cost some years ago at twice the present asking price.

Mr. Todd: "The largest demand in Camden's metropolitan area is \$5000 to \$6000. In the good residential suburban area and in our development, we find that the range is between \$12,000 and \$15,000."

Mr. Turner: "Our greatest demand in Hattiesburg now seems to be in the \$8000 to \$10,000 price range. Last year we had a considerable demand for houses of lower price, but Regulation X and other changes Listings are getting scarcer by the day. The market is getting stronger. Prices are firm. Some prospects are dropping out of the lower-priced home market because of higher downpayments. Demand for luxury homes is going up. Meanwhile, aggressive real estate men are searching out new ways of getting listings, selling, advertising . . . smoothing out the rough spots in their operations to keep in tune with a challenging market. Here is the result of the Journal's panel discussion among ten leading realters to discover the ways they are using to meet today's conditions

in financing seem to have affected the lower price group of prospects more than any other."

Has there been much change in the residential market in your area since January 1?

Mr. Laronge: "There has been little change in the pace of the residential market since January 1, despite the many new government regulations affecting construction and financing. There is a slight slackening in the actual construction of new homes. However, the sales market for used homes is equally as active, if not more so, than it was prior to January 1."

Mr. McMicken: "In spite of the severe winter in Milwaukee, the real estate market has been very brisk. In the residential field, the market for multifamily units has been especially good. The market generally is more active now than it was before January 1."

Mr. Mendenhall: "The market has been stronger, listings have been fewer, and prices have been firmer. That's the story on the High Point market since the first of the year."

Mr. Thorsen: "Asking and sales prices have increased, with fewer houses available for sale."

Mr. Murphey: "I would estimate a 10% rise in new houses and a very firm price on old existing residences. In the past we have found that old residences are selling for about 10% less than the listing, as everyone wants to 'horse trade' when purchasing real estate. Recent sales have shown that the property has brought the list price, or within 5% of it."

Mr. Potter: "There has been a decided change in

Mr. Potter: "There has been a decided change in the sale of residential property around Syracuse since January 1. Formerly, 75% of our house sales were to veterans and our monthly sales were close to the million dollar mark. For the month of April, 1950, our residential sales totaled \$1,006,896, representing 112 separate transactions for an average price of \$9967. However, since the first of the year our volume has dropped to about 40% of our previous high of \$1,116,295, reached last May. Now 75% of our sales are in the \$15,000 to \$30,000 class. Apparently veterans are not buying because they do not have the necessary downpayment (formerly we required only closing costs) and many are worried about present uncertainties and do not want to be burdened with home ownership."

with home ownership."

Mr. Read: "There has been a gradual stiffening of prices since January 1 due primarily to a continued influx of population, this being a defense area and fewer properties being offered for sale. Again our problem has shifted to that of obtaining good properties priced within reason for which there are ready buyers."

Mr. Storm: "The new VA credit restrictions have, of course, affected veterans' purchases. We have very few homes in the moderate price class — \$10,000 to

\$15,000 — which remain unsold and are now available. The demand for the higher-priced home has increased in Teaneck, since the first of the year and that market seems to be very active."

Mr. Todd: "People are now used to Regulation X, including ourselves and our salesmen. There seems to be more movement of men from non-defense to defense work. As we are in a strong defense area, this is bound to happen. Good saleable listings are available, many of which were financed recently, and we can sell subject to the existing mortgage."

Mr. Turner: "There has been an increased demand no homes in and around Hattiesburg since January 1. Camp Shelby was once located here and Hattiesburg is likely to be a camp town again very shortly. Considerable buying, in prospect of an overcrowded condition, is likely later on this year."

What are the best methods of getting saleable listings?

Mr. McMicken: "You must provide a service that is unique and one that produces results. We have devised a multiple listing system which gives about 75 brokers detailed information on our listings within a day or two after we sign the listing contract. We follow up the original postcard notices with picture postcards about a week or 10 days later and postcard "sold" notices after each sale. We pay cooperating brokers 60% of our 5% commission. About 30% of our sales are made through cooperating brokers.

"We use a Polaroid Land Camera so that we have pictures of our listings immediately. We use pictures in our sales kits, window displays, and have prepared a minimum of 100 picture postcards for distribution among cooperating brokers and prospects. We also post pictures of our listings on bulletin boards of manufacturing plants and other strategic locations.

"Last but not least we tell those who want to sell property about our service. We do this through the use of "Sold" signs on properties, postcard announcements of sales, newspaper advertising, direct mail, direct mail follow-up on newspaper ads, and direct contact with people who may wish to sell."

contact with people who may wish to sell."

Mr. Storm: "The best method I have found to get saleable listings is to keep posted on the sales prices actually attained on homes recently sold in the neighborhood. If an owner is not willing to list at a fair price, follow him up in two or three weeks. By that time he usually has changed his thinking due to lack of action.

"Another method is to watch the newspapers for houses advertised by the owner and call on the owner er explaining the advantages of dealing through a broker."

Mr. Turner: "We use about every means possible to get listings — radio, newspaper, and personal solicitation. Quite a number of our listings come to us as

a result of satisfied customers with whom we have dealt in the past and who refer their friends to us."

How do you handle the owner who asks too high a price for his property?

Mr. Mendenhall: "That's a \$64 question. We are taking listings 10% to 20% above our appraisal because of the scarcity of listings. We still reject some listings when the prices are completely out of line unless we are confident the owner will eventually sell at the best price attainable, in which case we'll take the listing.

"We attempt to get the owner to reduce the price at the end of 30 days if the property hasn't sold. We also try to sell him on the fact that we can get him the best price attainable, pointing out to him that this is all he should expect or want.

"To sum it all up, we try to sell ourselves more than ever in the belief that if we can gain the owner's confidence and prove to him an honest effort has been made to sell, we can handle the price issue. Also, of course, we show him similar properties recently sold and give him full information on the sale."

What part do you believe the listing salesman should play in the sale of a property?

Mr. Murphey: "We believe the listing salesman now is one of the most important functions because good listings are getting scarce. I think all offices should concentrate on listings. Whether the listing salesman sells the property or not, he should receive a portion of the commission."

How much commission should be paid a listing salesman?

Mr. Todd: "None. We operate a small office with my father, myself and three salesmen. Our resort development pays only a 50% commission and no listing fee. We do not believe in ringing doorbells and getting listings by high-pressure methods. They come as a result of our good-will, advertising, and other means for which we are paying the bill. The salesmen are rewarded in other ways."

Do you have any method of apportioning listings among your salesmen?

Mr. Murphey: "We do not apportion listings among our salesmen unless the listing salesman asks for time to work on a new listing he has obtained from a specific prospect. Usually this ranges from three days to one week. If he has not sold it by then, all salesmen are given the chance. We give the listing salesman a portion of the commission even on an exclusive, whether he sells it or not."

What do you believe are the advantages of a multiple listing system?

Mr. Storm: "We should remember that we represent the seller of the property and derive our commission from that seller. We can certainly render a better service to that seller by listing with 25 or 30 offices than if we just keep it to ourselves.

"The occasion always arises when we don't have the type of property required by a prospect. We have found a tremendous advantage in belonging to a multiple listing system because we have the benefit of other brokers' listings in addition to our own.

Then, too, the listing commissions paid to us by

other brokers who sell our listings help carry us over slack periods."

Mr. McMicken: "Multiple listing offers better service to sellers, brokers, and buyers. The wide exposure to the market obtained through a good multiple listing system generally results in a quick sale at a better price.

"In most multiple listing systems, all listings are distributed to all members of the multiple listing organization. Therefore, if the system functions as it should, the buyer need only call on one broker to find out about all properties in which he might be interested.

"Brokers need not turn hundreds of prospects away because their listings don't fill the bill. Each brokermember of a well-organized multiple listing service has all the merchandise on his shelf."

How do you select and train your salesmen?

Mr. Read: "It has been the policy of our firm for several years to engage young men who have recently graduated from a university and preferably those who have specialized in real estate courses. We place these new salespeople under the personal supervision of my assistant, who trains them for a period of about 60 days."

Do you have any incentive plans for salesmen?

Mr. Potter: "Yes, we do have incentive plans for our salespeople. We have in the past donated such prizes as \$100 bonds, 100-piece silver sets, gift certificates, and so forth, to the person producing the largest volume of sales for a particular month. We apply this principal to both the commercial and residential departments. We recently introduced the plan of awarding \$100 in cash to the person procuring the largest number of listings. This has yielded excellent results."

Do you believe the sales manager should compete with his salesman?

Mr. Larnnge: "In small organizations maintaining from one to five salesmen, assuming an equitable distribution of prospects, a sales manager can, through the exercise of utmost care, devote some of his time and effort to selling such prospects as have not previously been referred to salesmen. In larger organizations it is inadvisable for a sales manager to follow through in this manner."

Are you finding many buyers who are having trouble financing a home purchase?

Mr. Laronge: "As yet we have not been affected adversely by financing. There have been a few instances where buyers have been unable to qualify due to having an insufficient downpayment. All of the credit regulations seem to have made more money available for downpayment on houses and, because Regulation X is on a graduated basis, it hasn't impeded our sales activity to any great extent."

Do you believe price and location should be given in advertising?

Mr. Turner: "We give location most of the time and also give the price on certain types of houses. When the location is given we find quite frequently that prospects will drive by the property and give it the once-over. When they call about the property then we know that they are screened to a certain extent.

"Sometimes listing the price is effective in helping prospects make up their minds. In other cases, it may scare off prospects. If we do not include price or location, we usually pick up new prospects along with 'lookers' that take unnecessary time. Actually, we like the idea of listing location but not price."

What methods do you use to build good-will?

Mr. Read: "We try to train our salespeople in such a way that they are all ambassadors of good-will for the firm in the community. We take a lead in Berkeley in all issues which affect real property. Recently we led the community in organizing to prevent the sales tax being voted out. This was to be replaced with an addition tax burden on the property owner.

"We participate in and furnish leadership for all worthwhile community activities — Community Chest, Red Corss drives, and so forth. We provide a real estate consultation service concerning real property matters even though the benefits are not direct. For example, owners are counseled as to how best to proceed to get proper rent adjustments after alterations. In those subdivisions where we have been the owners and developers, we continue to play an active part in home associations' activities.

"One of our best and most direct good-will builders is our monthly circulation of Perfect Home Magazine to a carefully-selected group of leading citizens and clients. This proves to be an excellent way of keeping our names constantly before the people we want as our friends."

What do you believe are the essential qualifications for a smooth-working real estate office today?

Mr. Potter: "The most essential qualifications today or any other day are complete cooperation between the salespeople and the various departmental heads; top-grade sales managers to advise, assist, and counsel salespeople; an intelligent, well-trained staff. The people in our firm are indoctrinated in the principle that the best service rendered will show the greatest return for them and their firm."

Mr. Todd: "The essentials of a good office are to keep your name before the public, give real service, and promote ideas that are considered good advertising. Being active in local and national real estate circles, along with community organizations, is advantageous because of contacts that bring results."

Mr. Thorsen: "At a recent meeting of my sales force, we decided that mutual respect for each other, the office staff, and buyers and sellers was the No. 1 requirement for a successful real estate office.

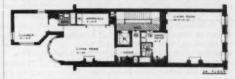
The few problems that give us trouble in the negotiation and closing of sales is that several small but important matters are taken for granted. It is the greatest trouble-maker I have known in my business life.

"Over the period of many years training and developing salesmen and consequently developing myself, I find the most important consideration for success is high quality of service and attention and analysis of each and every customer's needs.

"The short and efficient cuts in developing manufactured items of industry are a tremendous accomplishment, but there is no short-cut for keen, all-out attention and service to a customer interested in selling or buying real estate."

Modernization Makes Money





HIGH maintenance costs and diminishing values of old, in-town mansions are resulting in more and more of these "white elephants" being remodeled into attractive and rentable apartment dwellings.

At a cost of approximately \$75,000, Eastview Apartments, Inc. of New York, completed the modernization of an ancient six-story dwelling in a midtown residential area of that city.

The residence, located on a 22x100½-foot lot, had 18 rooms and eight baths before conversion and had an assessment value of \$68,000.

Modernization created 12 luxurious apartments consisting of six three-and-one-half room suites, five two-and-one-half room suites, and one two-room suite. Some of the apartments have private gardens, dining balconies, terraces, and wood-burning fire-places.

Colored tile bathrooms and plumbing fixtures, completely new kitchens with Formica counter tops, and a terrazzo floor in the lobby were installed during renovation.

The building is now entirely rented and the gross yearly rental income is approximately \$30,000.

Pease and Elliman, Inc., New York realtors, manage the property and Benjamin H. Whinston of New York, handled the architectural details of the project.

Homes Our Readers
Are Building



Fairfield Park . . .

Economy homes with quality construction

IT'S difficult in the face of today's rising costs and material shortages to build two-bedroom homes with full basements, expandable attics large enough for an additional two bedrooms and bath, and still be able to keep the price down to \$6800... including an 80x100-foot landscaped lot.

But Realtor-Builder J. W. Hollis did it in his 31-home Fairfield Park development in Hampton, New Hampshire. He used standardized designs and construction methods but his project doesn't have that look of "sameness" that is sometimes found in carelessly planned residential areas.

Fairfield Park covers 10 acres of wooded and tillable land that was formerly

Fairfield Park covers 10 acres of wooded and tillable land that was formerly part of an early American farm site. It is less than a mile from the business center of the city and in the near vicinity are public schools, churches of all denominations, transportation and shopping facilities.

Part of the reason for the attractiveness of the project is that the large lot for each home allows for staggered set-backs, giving a maximum of light and air and which still leaves plenty of room for construction of a garage and breezeway.

The same design and floor plan were used for all of the conventional Cape Cod homes but variation in exterior appearances was achieved by using wood shingle and clapboard siding, colored Bird asphalt shingles for the roofs, and a variety of exterior colors of paint.

variety of exterior colors of paint.

Each home has a gravel driveway, a flagstone or cement front walk, cement front and back or side porch, and some homes have stationary shutters.

Wide curvilinear streets with macadam topping give a spacious feeling to the community and add a safety factor for the families with children living in Fair-field Park.

In constructing the homes, National Gypsum Gold Bond was used for interior walls and exterior walls are completely insulated. Floors are oak with the exception of rubber tile in the kitchen and bath. Bathrooms are equipped with a five-foot recessed tub and shower, linen closet, and American-Standard fixtures. Youngstown sinks and cabinets were installed in the kitchens. Heating in the homes is furnished by Penn forced-air systems and American-Standard or Wood hot water heating units.

In addition to the Fairfield Park development, Hollis has built four other lowcost projects in and around Hampton and has a fifth project about to be opened in nearby Portsmouth.





Windmill Farm . . .

Gracious country living for moderate incomes

BEAUTY of countryside and homes, facilities for recreation and gracious living — all within an hour's commuting distance of New York. These are the prospect-pulling features being stressed in the development of a 750-acre suburban colony called Windmill Farm.

Encompassing high rolling land and four lakes in a thickly-wooded section of West-chester County, Windmill Farm, a development with an old New England atmosphere, is offering new opportunities for moderate income families who enjoy country living. And prospective residents are offered a variety of services . . . all profusely illustrated and described in the brochures, pamphlets, and other advertising of Windmill Farm, Inc. And promotion-minded Carlo M. Paterno, president of the corporation, even uses a 60-foot motor ketch to entertain prospects.

Plots in Windmill Farm are one acre or larger, all connected with a pattern of wellgraded roads. But no one can buy land except through the "Windmill Club," an organization for the benefit of home owners.

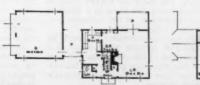
Prospective residents of Windmill Farm first apply for membership in the club, making a 10% deposit on their chosen lot, which reserves it for 30 days pending approval of construction plans. Then the prospect gets a free estimate on the home he wishes from one of the corporation's architects.

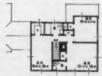
If the applicant decides against building, his deposit is refunded. If an agreement is reached, he may choose from the corporation's series of house plans or have special plans drawn. The Windmill Farm construction department will build the house and deliver it in a "package" or the buyer may choose another builder, submitting the plans for approval before construction. The corporation also offers assistance in financing the houses.

Homes built by the corporation range from \$20,000 to \$45,000. The corporation's brochures call attention to the "infinite care" taken in the selection of equipment for the homes. The kitchens have Westinghouse refrigerators and ranges, Hotpoint dishwashers, Bendix washers and dryers, Kitchen Maid cabinets, and Formica counter tops. Crane and American-Standard fixtures are used in the bathrooms, along with Wyatt glass tub enclosures, Speakman Anystream shower heads, Marchand medicine cabinets, and Hallmak bath accessories. Heating in the homes is by radiant coils in the ceilings, heated by American boilers and regulated by Minneapolis Honeywell controls. Other products include: Celotex plaster lath, Thermopane windows, Orange aluminum screen and storm sash, Ferrotherm insulation.

Windmill Farm, symbolized by large red windmills dotting the landscape, is within a few minutes' drive of shopping districts, churches, and schools.











How to Improve Management Accounting

By FOREST A. FOSTER

Van Schaock and Company Denver, Colorado One of the secrets in operating highly successful property management business is an accurate and fast accounting system for keeping tenant's records and preparing statements for owners. A system with these requirements is used in the office of Van Schaak and Company, realtors of Denver. For the benefit of our readers, the author gives a detailed account of the system's operation

OUR property management department handles occupied by 3900 tenants. Servicing the many office details of these clients with maximum efficiency requires a smooth-running accounting system.

For the past five years, we have been using IBM tabulating equipment and find the advantages of our present operations lie in the speed and neatness with which statements to owners are produced and the ease with which much statistical information may be obtained with little additional effort.

This system includes the accounting for both revenue and expenditures, including payroll. The equipment used consists of a reproducing alphabetical keypunch, sorter, and tabulator. Monthly reproduction of rent receivable file is performed by the IBM service bureau.

The various statements, files, and the procedures for their use in our company are described in a stepby-step manner so that a completely clear picture of the system will be given.

Owner's statements. The form of the monthly statement to property owners is the same for a single residence and an office building, varying only as to the number of pages required.

Each statement consists of at least two pages, one recording the rental receipts, the other expenditures and owner's balance. The sheets are 8½x14 inches as this size is most convenient for filing in a standard legal file folder. A carbon copy of the statement constitutes the permanent ledger record.

stitutes the permanent ledger record.

Numerical codes. Each management account is assigned a three-digit code number which is punched into every card relating to the receipt or disbursement of funds for that particular property. This coding system forms the basis of control in the preparation of statements to owners.

Streets and named apartments are also assigned location code numbers which enable the cash receipt cards to be placed in the desired alphabetical grouping for convenient finding, by a simple numerical sorting operation.

An expense classification code is used in all disbursement entries to facilitate accumulation of expense by classifications for local and national comparative purposes

Master cards. All rentals are due on the first of each month and one master card, containing the tenant's name, property address, owner's code number, rental rate, and other classification or descriptive data is prepared for each tenant.

This file is maintained by additions, corrections,

and deletions originating with property control forms prepared by the property managers, giving pertinent data with respect to new tenancies, vacancies, and rate changes.

Rent receivable file. On or about the 20th of each month, two sets of cards, one green and one manila, are reproduced from the master card file for all residential and outlying commercial units. A single set of manila cards is reproduced for office buildings. The month due is simultaneously gang-punched during preparation of these cards.

This set of cards, when filed with the unpaid cards from the previous month, forms the rent receivable

Daily cash receipt procedure. When a rent payment is received, both the green and manila cards are pulled for the account. The green card is receipted and given to the tenant when payment is made in person and is destroyed if payment is received by mail

If an apartment tenant desires a receipt, a copy of the rent bill, as later described, is used. The manila cards are collected for the day and gang-punched with date paid and used to prepare a daily cash re-

ceipts register on the tabulator.

When a miscellaneous payment is received, a blank card is prepared and punched manually before the cash receipts register is prepared. Similarly, advance collections are handled by the preparation of a credit card. Miscellaneous collections are listed separately from rent receipts, to establish totals for these two classifications for later balancing purposes.

Delinquency list. On the 15th of each month, all cards remaining in the rent receivable file are sorted by property manager and a delinquency report is prepared on the tabulator. A similar list is prepared at the close of each month for control purposes.

at the close of each month for control purposes.

Monthly receipt statements. At the end of the month, the unpaid and credit balance cards in the rent receivable file are reproduced, giving tenant's closing balances for the owner's statements. These, together with all cash receipt cards for the month, allowance, vacancy cards, and tenant's beginning balance cards, are combined with statement heading cards.

This combined file is used to prepare rental receipt statements. A preliminary statement is run for checking purposes. From this, total rent is reconciled with the control total established from the previous month, plus adjustments originating from property control records.

After checking, the final rental receipt statement

is prepared in the required number of copies. A trial balance is then prepared from the same cards. The management fee rate, in addition to all the column totals shown on the statements, is indicated on this

From this trial balance, the management fee is calculated manually and management fee cards and total rental receipt cards are punched for use in preparing owner's disbursement statements. Tenant's ending balance cards are retained and re-coded to form the beginning balances for the following month.

Cash disbursement procedure and owner's disbursement statement. Cash disbursement cards are punched currently from paid invoices and are balanced by listing them on the tabulator. At the close of the month, after summary balancing with the control total of cash disbursements, the cards are combined with cards prepared from journal entries, management fees, cash receipt summary cards, and miscellaneous cash credit cards.

At this time also, heading cards are sorted in together with the cards for overdrafts or balances held from the previous month's statement. From this combination of cards, the owner's disbursement statements are prepared on the tabulator and assembled with the corresponding rental receipt statements and paid invoices.

A further extension of this procedure which is now contemplated will result in the punching of the disbursement cards before the invoices are paid and the use of the punched cards to write the checks to tradesmen and owners.

Final trial balance. After all the statements have been examined by the property managers responsible for them, a final trial balance is prepared from the file of cards previously mentioned. Cash totals are again balanced with the cash receipt and disbursement registers and the ending balance with the bank balance

As each office building has a separate bank account, these are eliminated from the trial balance and are balanced individually.

Billing procedure. Since most commercial tenants desire a rental statement, this statement is prepared monthly and is run in duplicate with one copy retained in our office. After the rental receipt statements have been run, unpaid rental cards and credit balance cards are removed from the file and combined with the tenant master cards and miscellaneous charge cards.

This file is used to prepare tenant's statements on the accounting machine. Tenant master cards are separated and returned to the file after the preparation of the statements.

Tradesmen's record. After the final trial balance is completed, the disbursement cards are sorted by expense classification which makes it simple to manually sort all the cards for a given tradesman. A tabulation is run and totals for each tradesman are posted to a ledger maintained for the purpose of recording the volume of business done with each.

Summary statements. All cards used in preparing the monthly disbursement statements are retained, and immediately after the December statements have been completed, all cards for the year are sorted together and an annual summary statement is prepared for all accounts except office buildings. Totals only are shown for each expense classification. The summary statement is usually ready for delivery to the owner by January 15th.

MANAGER'S SUMMARY STATEMENT VAN SCHAACK E. COMPANY OWNER PROPERTY MONTHS ENDED REVENUE COLLECTED Less Operating Expenditures: Normal Disbursements: Payroll (Inc'l Payroll Tax) Fuel Purchased ruel Purchased Electricity and Gas Water Rent Telephone Supplies & Miscellaneous Management Commission Total Normal Disbursements Decorating & Maintenance Disbursements Painting & Decorating Plumbing, Heating & Electrical Elevator Maintenance Other Building Repairs Furniture & Equipment Repairs Total Decorating & Maintenance Disbursements Taxes and Insurance:

NET REVENUE BEFORE DEPRECIATION AND EXPENDITURES WHICH MAY HAVE BEEN MADE BY OWNER.

* Denotes taxes not paid by Van Schaack & Co. but which are shown here to more clearly reflect the actual net income from the property.

All accounting cards for the year are used to complete the summary statement. This is prepared for all accounts except office buildings. Totals only are shown for each expense classification. Office building income statement. Each month after office statements of building owners have been prepared, the disbursement cards are also used to prepare a list of expenditures classified by expense code. This forms the basis for the monthly income statement giving monthly and cumulative revenues and costs which is prepared on a Hadley Multi-Spred statement form.

A copy of this statement is furnished the owner to be retained in a special binder for that purpose. A copy is filed in a binder large enough to contain annual spreads covering several years operations on all

office buildings.

Many of the office buildings managed are owned by corporations having no other assets and in many of these cases, our company maintains the general

ledger of the corporation.

For this purpose, a bookkeeping machine manufactured by the National Cash Register Company is used. The information for the monthly journal entries is secured from the IBM listing mentioned previously. A uniform system of accounts is maintained throughout all ledgers.

Payroll. Payroll registers and payroll checks for hourly rated and salaried employees in office buildings and apartments, as well as all employees and salesmen in the general office are prepared on the tabulating equipment. Cards for the hourly rated personnel are punched from approved time clock cards and salary cards are reproduced from a file of

master earnings cards.

Copies of payrolls classified by type of work are furnished as part of the monthly statements on all major buildings. On smaller properties, payroll disbursements are shown in detail on the disbursement statement. The sequence of information on the payroll punch card is so arranged that the employee's name, owner account number, and gross earnings may be directly reproduced into the corresponding columns of the disbursement card.

Quarterly social security returns and annual withholding tax receipts are also prepared by the tabulating department. Beginning in 1950, all workmen's compensation policies have been converted to a calendar year period, in order to take advantage of the information contained in the punch cards for the an-

nual premium audit.

Our tabulating equipment is also used for the complete accounting requirements of the insurance department, where it handles the billing of customers, preparation of commission statements, and company accounts. In addition, it is also used for writing policy registers and preparation of daily cash receipt register. VAN SCHAACK & CO.
SOUTH COLORIDO
STATEMENT OF INCOME AND EXPENSE

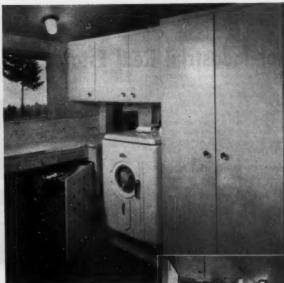
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10	-			19
		RENTAL INCOME		
		Ground Floor Rancols		1
		Office Rentals		
		Excess Rentals on % Leases		
		TOTAL RENTAL INCOME		
		Sale of Heat and Electricity		
		Bad Date Recoveries		1
		Miscelleneous Ingome	_	
		TOTAL INCOME		
		Janifors Wagos (Inc'l Taxos)		
		Janitors Supplies and Uniforms		
		Window Washing		
		Teler Score Supplies		1
		Equip. Repairs and Replacements		
	-	Total Japans Descriptor	-	-
	-	Elev. Pilots Wages (Inc'l Yaves)	-	-
		Uniforms		
	1	Maintenance and Repairs		
	-	Total Envolve Seasoned	_	-
	-	Engineers Wages (Inc'l Yaxes)	_	-
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	1	Electricity, Can and Lamps		
		Toleran Keet		i
	1	Fuel and Ash Removel		
		Repairs and Maintenance		1
	-	Total Engineers Begartness	-	-
	-	Watchmen's Wages and or Service	-	-
	-	Princellaneous Expense TOTAL OPERATING EXPENSE	-	-
	-	TOTAL OPERATING EXPENSE	-	-
	-	OPERATING INCOME	-	1
	-	Painting and Wall Washing	_	-
	1	Alterations		
	1	Building Repairs	-	1
	+	Total	-	-
	-	BALANCE OF INCOME	-	-
	-	Management Fee	-	-
	1	Library Expense		
	1	Macellaneous Expense		
		Legal and Auditing	-	1
	1	Bad Debra	8	1
	-	Yotel	-	+
	-	HET INCOME BEFERE FIXED CHARGES	_	+
	-	Property Yea	-	+
	1	Capital Stock Yay		
		Internal	- 8	1
		Insurante	1	
		Simone Rest		
	-	Yold	_	-
	-	NET INCOME BEFORE DEPRECIATION	-	-
	+-	Less Depreciation	-	+
	-	HET INCOME (Before Income Taxan)	-	-
	-	STATISTICAL INFORMATION	-	+
	-	Cepacity in Sq. Ft. (Office Space)	-	-
	1	Vacancy in Sq. Pt. (Office Space)	1	1
	1	% Office Space Occupied		1
	1	N: Office Space Occupied Av. Rate Per Se, Fr. (Office Space)		
	_	Av. nare rist as, rr. (Uffice Space)		1
	g	MAME OF BUILDING -		

Monthly and cumulative revenues and costs are shown on this office building statement. Expenditures are classified by expense code. The owner receives one copy and one copy is retained by the management. Owner has special binder for comparing copies.



A master accounting card contains tenant's name, property address, owner's code number and address, rental rate. With machine accounting, the master card can be used to reproduce rental notices, disbursement and receipt cards, statements. To add a humorous touch to bathroom planning, cartoon drawings of solemn-faced wedding guests, posed in stilted family portrait fashion are used on shades of an over-the-lavatory window. Built-in cabinets under the bathroom counter provide handy storage space for lineas





A This laundry has a built-in hamper next to the automatic washer, drying closet fitted with insulated doors and notched side brackets for clothes poles, linoleum work counter handy for sorting and sprinkling

Hidden But Handy



A Space economy is achieved with this underthe-lavatory clothes hamper. The back wall has a cutaway section for plumbing pipes



A This three-dimensional cupboard is arranged to put every inch of space to work. The top section (above) is a deep gun rack and is hinged to open out exposing adjustable shelves (left) for miscellameous storage. The hottom section is a deep recess for

* large boxes, luggage, sports equipment





Industrial expansion since the fighting part of World War II ended has been great but in today's "half-war" economy more expansion is to come. Improved techniques in plant operations have encouraged going concerns to build new plants. The Federal Reserve Board's ruling that industrial warehousing and office building construction, which will be "essential to and an integral part of" a manufacturing business, are exempt from the new credit restrictions of Regulation X, provides another green light. From all indications, the outlook for industrial real estate in 1951 is bright. To help set the scene for the coming months, two leading realtors give their views on what's ahead

By Fred L. Chapman Minneapolis, Minnesota

ACTIVITY in industrial real estate today is good and all signs indicate that the months ahead will continue to be favorable. There is a new push on for industry to build new plants and expand present operations.

As a means of encouraging private enterprise to build new plants, the government has allowed for a rapid depreciation chargeoff over a period of only a few years rather than over the normal life operations of plant facilities.

A frend toward decentralization of industry is also generating industrial real estate activity. While it is true that the atom bomb is one factor in this decentralization trend, it seems at present to be only one of several factors.

Government planning today seems to be encouraging the maintenance of a reasonably active civilian economy while at the same time carrying out a nearly full scale rearmament program. Hardly a week goes by without news of some new expansion by private industry to handle war material contracts.

Regulation X, and VA and FHA controls on the financing of residential and commercial property are also indirectly assisting industrial building and financing. These regulations endeavor to help control inflation and reduce the use of labor and materials in housing and commercial building. This, in effect, channels these items into industrial use.

The restrictions are designed to reduce this year's housing construction to between 800,000 and 850,000 units, from a last year's total of approximately 1,400,000. The materials that went into the approximately 600,000 additional units of last year and the labor used to put these materials in place will thus be available for industrial building and production.

Public announcement has been made to the effect that if present credit controls need to be tightened in order to realize their purpose, they will be revised drastically. Consequently with government pressure, building material, labor, and financing available and with industry rallying to the challenge of an all-out effort, there

should be no doubt in anyone's mind that an active year in industrial real estate is indicated.

Private financial institutions, especially the large insurance companies, are ready and quite willing to assist in financing new factory construction. A recent survey made by the SIR among life insurance companies indicated a substantial continued interest in financing new buildings. In addition, ready money is available through the Reconstruction Finance Corporation.

The foregoing comments have dealt largely with new building but pressure for increased activity does extend to vacant land and existing buildings. In nearly every realtor's office inquiries are received about purchase of vacant industrial land for development.

From the demand for nearly all types of industrial property, including even small one-story buildings, it would appear that industrial space is once again going to be at a premium.

Unfortunately there will be some temporary and possibly permanent casualties among small machine shop operators and factories that cannot weather the temporary dearth of metal in the production of articles they are manufacturing.

As the volume of war orders coming from Washington increases in tempo, however, these small factories will again be called in to produce their share of war material . . . either small finished articles or some small piece of a tank, battleship, or airplane. As time goes on, many of them will expand into new additions or will want new space elsewhere. All this means more industrial real estate activity.

The manufacturer and the government needing industrial facilities can well look to the experienced industrial realtor for assistance. In every period of increased activity it is true that there are some who enter the field temporarily for quick gains and who are not properly qualified to service the demands of an emergency.

But the experienced industrial realtor who has done a good job in the past, taken care of his clients, assisted the government in its efforts, and who really knows his business today will find an increasing demand for his services in 1951. He must meet the challenge of today and assist in our country's all-out effort of protection.

By Clinton B. Snyder Hoboken, New Jersey

ONE of the tasks facing the industrial realtor today is trying
to aid and assist in solving some of
the problems of the industrialist in
changing from peacetime to war
preparedness production and in obtaining needed materials for manufacturing. The broker with experience and know-how who can
help manufacturers through these
changing times and help see that
he comes out with some kind of a
profit, will find a ready demand
for his services.

In recent years, industrial real estate has experienced much start and stop action. But through all this there has been one definite trend since 1939. This is a desire on the part of industry to build a complete, modern one-story plant around its operations rather than squeeze operations into an existing building.

Industry, which has mushroomed in the last decade, has come to realize that in peacetime it is faced with extreme competition. This is particularly true in view of the trend toward decentralization that is apparent today.

To keep abreast and ahead of competition, a manufacturer needs a modern factory with the proper layout to get the highest efficiency in plant operation. A satisfied labor force is also a must if the maximum in man hour productivity is to be reached.

Manufacturing profits or losses are primarly based on labor efficiency and, in some industries, experience has shown that construction of a new plant could be completely paid for in five to 10 years with the money saved through proper layout of operations in a one-story plant where previously a four- or five-story structure was used.

The merits of this new plant planning are recognized in today's industrial building and millions of square feet of space have been built in decentralization moves. Many more such projects are on the drawing boards in spite of increased building costs which are offset by the savings in labor and efficient operation.

Large contracts have been given out by the government and there has been much hunting around for space by industrialists to set up for these orders. The next move will be sub-contracting of

these primary contracts and therefore smaller and secondary space will be in demand.

It has developed that many firms who have been through the last war period do not care to continue in business because of government restrictions, plant operation problems, and the possibility of re-negotiating contracts with the government. This feeling has been responsible for putting many going concerns on the market.

There has been some voluntary curtailment of loan funds for nonessential types of businesses but there will be no lack of funds for industrial loans today providing the manufacturer can qualify for the loan.

There are two plans whereby an industrialist can obtain a new building. One is to have it built for him with his own money or with proper financing and the other is to take a long term lease on the building which is sold to a private investor . . under such a plan as a sale-lease back arrangement with an insurance company or other investment group.

To adequately serve this diversified market we have set up in our organization what we call a "package" job and we compare it with a square because it has four

One corner is a locating service. In this, we are equipped to handle such jobs as a study of an industry's problems and to help decide where to locate a plant, what type of building should be built, give a report on the merits of various areas, and render a complete report.

We find that many large industrialists do not want to be bothered with these problems and feel that a firm with real estate knowledge and who has lawyers, accountants, engineers, and architects is better able to do a satisfactory job.

Our second service is a general brokerage business. Here we handle all types of real estate in buying, selling, and exchange.

The third corner is the building department in which we are able to tie in with our land department and put up a building for an industry either for ownership or on a lease basis.

Our fourth corner is corporate financing. This enables us to take care of any type of financing that an industry might need and promise we can handle every phase of its real estate problems.

Percentage or Fixed Rent Leases?

By J. F. BROWNLOW, Realtor Knoxville, Tennessee Percentage leases are not always as favorable as fixed rent leases but the principles of percentage leases do provide a good starting basis for determining fixed rentals. Our author tells how he is using this idea in negotiating his rental agreements today

In AN ARTICLE published in the Journal some years ago, we criticized the growing use of percentage leases. At that time, we said that during the mushrooming growth of the last war the vice of such misuse would not show up but that the mistakes would become apparent under more stabilized conditions. That time has long since arrived in most communities.

Our own office has fewer percentage leases as compared to the number of fixed rent leases than we had five years ago... but we are making far greater use of the percentage lease. Let me explain this paradox by two illustrations.

In Knoxville's best business block, our office is the agent for all but two of the retail locations and all tenants are chain stores. Five years ago they all had percentage leases. Today, one of the tenants has a 10-year lease under which the rent is the average rent per front foot received from all of these other occupancies multiplied by the front footage of the tenant's location. Could any lease be fairer?

In one 80% block there is a department store on each corner and one in the middle of the block. Our office is not the agent for any of these. The other locations are occupied by eight chain stores and seven local businesses.

Five years ago we rented eight of our locations under percentage leases and three under fixed rentals. One of the latter, a tenant under a five-year lease, has an annual step-up. The other five are old tenants who are given annual renewals under which the rent each year is the average rent per front foot, which we had received during the preceding year from all of our 11 occupancies, multiplied by the tenant's own frontage.

The fixed rentals are not instantaneously responsive to the only varying factor — the percentage

lease — but they do respond to changing retail conditions more rapidly than if three- or five-year renewals had been given.

These are the only two blocks in Knoxville in which uniformity of buildings and location within the block enable us to apply an unmodified "average rent per front foot" formula. However, in our other blocks, adaptable to percentage leasing, the percentage rentals can form the starting basis for fixing rents on the non-percentage locations.

In the majority of these blocks one end is better than the other and a sliding scale downward from the better end can be established for lot value and special factors for differences in buildings.

One great advantage of this method of arriving at a fair rental is the simplification of negotiations. If the prospective tenant claims that his business cannot pay an average rent, he immediately brands either himself or his business as an undesirable tenant.

Brokers in other cities have told us that they cannot adopt this method as they do not control enough property in any one block to establish a fair average. The solution here is not difficult.

Exchange information with other agencies which are in the same situation and the combined data will give a formula which will save much grief.

A landlord is dissatisfied when he finds out that his broker has made a lease at too low a rental. In fact, our own business has grown because of such discoveries by landlords. The tenant is unhappy if his rent is too far out of line with his neighbor's or a competitor's and he will probably try to rent from someone else when his lease expires.

There is a problem of declining returns from a percentage lease made to a good tenant in the right location when, after the lease is

made, there has been a change of conditions due either to increased competition or some other factor.

An illustration of this was the imposition of shoe rationing a few years ago. During this period, women who had been buying low priced shoes, shifted over to higher priced brands rather than give up ration coupons for shoes of a quality which wouldn't hold up until the next coupons became valid.

Business drifted from the cheaper type shoe stores to the higher priced type and then the trend was reversed when rationing was lifted. As OPA would not permit an existing business to raise quality and prices above its former levels, this meant new, higher priced stores had to open in new locations. When the popular price lines came back, we found ourselves with too many of the higher priced stores.

We have a partial solution of this problem. We have encouraged some of our chain store tenants in top locations to take secondary units. When any line goes off, the secondary unit can be rented to a type of business in which sales are expanding. This reduction in the number of competing stores, accelerated by rental requirements knocking off the less successful remaining stores, will bring conditions back to normal.

Many of our better located tenants have some sort of tax participation clauses in their leases. In consideration of a reduced minimum guarantee, the percentage tenant agrees to pay any increase in taxes over his first year to the extent that his bonus payments fail to cover this increase. Fixed rental leases simply state that the tenant pays the increase.

A number of our tenants have been for some years under oneyear extensions at odd rentals and it is fully explained to the tenant that the owner is asking some

(Please turn to page 272)

Percentage Lease Table, 1951

The percentage lease table below, compiled annually by the Journal, is published only for negotiation and guidance. The figures given by the Journal's "Board of Experts" represent their opinions on percentages in their sections of the nation. The "Board" is composed of H. Clifford Bangs of Washington, D.C.; J. F. Brownlow of Knoxville, Tennessee; Harry S. Campbell of New York City; Willard L. Johnson of Los Angeles, California, and Arthur Rubloff of Chicago. Remember that these are averages. Rates vary with stipulations.

		I'ER CE	NT FOR REN	1	
	Johnson	Brownlow	Bangs	Rubloff	Campbell
Art Shops	8-12		7-9	8-10	8-10
Auto Accessories	3-7		6-8	5-8	5-7
Auto Agencies	35		3-4	3-4	3-4
Rakeries	5-8		6-8	68	6-8
Beauty Shops (Merchandise) Beauty Shops (Service) Beauty Shops (Service)	10-15		10-12	15	15
Beauty Shops (Merchandise)			10-12	10-12	10-15
Beauty Shops (Service)	10-20	-	to 20	15	15
Beer Parlors	-		-	10	
Books and Stationery	8-12		8-10	8-10	10-12
Books, Second Hand	10-15		10-12	12-15	10
Books, Second Hand Candy	6-10	10	7-9	8-10	8-10
Candy (with Luncheon)	6-10			8-10	8-10
Cigars, Luncheonette, Sundries	4-7	8	4-5	68	4-5
Cleaning and Dyeing	8-10		8-10	8	
Cocktail Lounge	-	_	7-8	9	8-10
Credit Clothing Department Stores	5-8	7	5-7	6-8	5-6
Department Stores		4-5	3-4	3-4	3-4
Drug Stores (Chain)	4-7	6-7	4-5	5-7	5-8
Drug Stores (Individual)	7 10	7	7-8	8-10	8-10
Electrical Goods	5-8		5-7	6-8	8-10
Florista	7—12	-	10-12	10-12	10-15
Fruit Stores	6-10		12	10	10
Fruits and Vegetables	6-10		7—8	6-8	10
Furs	6-12		7-9	8-10	8-10
Furniture	5-8		6-7	5-6	6-8
Furniture (Credit)	4-7	7	5-6	5-6	4-7
Garage (Storage)	40-50		3035	50	40
	1-11/2c				
Gas Stations	gal.		1-11/2c	1-1½c	1-11/20
	5-7		gal.	gal.	gal.
Grocery Stores (Ordinary)		-	4-5	5	
Grocery Stores (Chain)	2-4	3	2-3	2-3	2-3
Hardware	5-8		6-8	6-8	6-8
Hosiery and Knit Goods Jewelry	-	10	7-9	7-8	8-10
Jewelry	7-9	10	6-8	8-10	10-12
Jewelry (Cheap Costume)	8-12		7-10	10	12
Jewelry (Exclusive)	10-15		5-6	8-10	12-15
Linens	8-10		10	8-10	10-12
Liquor Stores	6-8		6-8	6-8	7-8
Meat Markets	4-5		4-5	4-5	5-7
Meat Markets (Chain)	4-5		45	4-5	4-6
Men's Clothing		7	5-7	5-6	5-7
Men's Furnishings	6-10	10	8-10	8-10	10
Men's Hats	7-10	10-12	7-9	8	8-10
Men's Shoes	6-10	7	6-8	8-10	7-8
Men's Shoes (Volume)	5-8	7	56	6-7	6-8
Men's Tailors	6-10		6-7		7-9
Millinery	10-12	10-12	10-12	121/2-15	10-15
Motion Pictures	12-25		1215	121/2-15	15-20
Motion Pictures Optical Stores Paint, Wallpaper Supplies Parking Lots Plance and Musical Instruments	7-12	-	8-10	15-20	10-12
Paint, Wallpaper Supplies	5-10		-	6	8-10
Parking Lots	30-40		35-40	50	30-40
A SERVICE ASSESSMENT ASSESSMENTS	6-10	-	6-8	6-8	10
Radios and Television	5-10		5-7	5-6	8
Radios and Electrical Restaurants	6-8		6-8		8
Restaurants	7-10	-	6-8	6-8	8-9
Caleterias	5-9	-	6-7	6-8	7-8
Luncheonettes	7—10		8-10	8-10	8-10
Tea Rooms	7-10		810	8-10	10
Tea Mooms Specially Stores (Non-Advertising) Sporting Goods Theatres (Combination Vaudeville and Motion Pictures) Trunks and Leather Goods Women's Cloaks and Suits Women's Cotton Wear Women's Entraishings	7-10	-	6-7	8-10	8-10
Sporting Goods	5-10		6-7	6-8	7-0
Theatres (Combination Vaudeville and					
Motion Pictures)	10-15			121/515	1215
Trunks and Leather Goods	7-10		7-0	8-10	10
Women's Cloaks and Suits	6-8	8	6-7	6-8	6-8
Women's Cotton Wear	6-8	10			8
	8-10	10	7—8		8-10
	6-8	8	7-9	8-10	7-8
Mamonle Chan (Nolume)	6-7	7	6-7	6-7	6-8
Women's Shoes (Volume) 5-10c or 25c-\$2 Stores					



Improvement in transportation, dispersal of industry, and the lure of suburban living have caused residential projects, industrial plants, and shopping centers to mushroom over the countryside. As this trend moves at a fast pace, realtors, builders, and public officials must recognize the new pattern for urban living and plan more carefully for tomorrow's cities

Executive Director Urban Land Institute

IN considering new factors in land planning, one of the first that comes to mind is the development of complete residential communities. This, of course, is not a wholly new idea . . . it's been going on in some degree for many years.

In modern times it started with the English Garden City program about 1920; and there are many excellent examples in this country of the construction of self-contained communities, as will be noted later.

What is new is the tremendous impetus that has been given such projects in recent years. There are several factors contributing to this. First: The great improvement in transportation facilities, for the modern highway and the automobile have made commuting convenient and practical for millions of people.

of people.
Second: The dispersal of industry. Our great industries — like General Motors, General Electric and DuPont — manufacture a tremendous range of articles, large and small, and they are finding

it greatly to their advantage to disperse the various units, many of which can be served by trucks rather than by the railroad. These branches and other light indusrial plants are moving away from the heavily congested industrial centers. They are getting out where labor supply and housing conditions are better and where land is cheaper. Near these centers of employment new communities are springing up.

ties are springing up.

Third: The big nudge given to the dispersal of both housing and industry by the threat of the atom bomb. For several years the government has been actively encouraging the dispersal of key industries. Also, the desire of the people to get away from likely bomb targets is evidenced by the recent heavy purchase of country properties.

Granting that this flight to the suburbs is and should be a major consideration in the planning of new projects, what are the planners and the builders doing to meet this situation?

First, let's discuss the planners.

The planning commissions and technicians in a large percentage of our major cities have been aware of this trend for years and have recognized that decentralization or dispersion is a condition that must be faced and prepared for. This is more than can be said for many of the civic and business leaders, who have hated to face the cold fact that the growth of both population and industry, in many of our great urban centers, is being slowed to a walk.

The need of adequate controls of land development in the areas surrounding the cities has been recognized for years by the planners. More and more states, at the urging of the planners, are passing enabling acts permitting county planning and zoning. In California, the establishment of a county planning commission is mandatory if the county is to receive state aid of various kinds.

Within recent years, several regional planning commissions have been established near major cities, with authority to plan and zone on a regional, rather than town or

county, basis. There are also numerous regional planning associations that do much to stimulate coordinated planning action by the cities and counties in an area.

Another indication of the recognition of the trend to develop complete new outlying neighborhoods is that modern zoning ordinances make special provision for the development of large self-contained communities and permit quick adjustment of their land use pattern to meet the needs of a qualified operator.

In addition, many planning commissions, notably Chicago, are planning for the redevelopment of blighted areas into modern, self-contained residential neighbor-

hoods.

Next, what are the builders do-

ing to meet this new trend? We must never forget that the quality of the future city depends to a very great extent on the quality of the projects being planned and developed by builders and real estate operators today. Badly-planned and poorly-built projects mean rapid deterioration and blight creating a district that cannot pay for the services demanded. They are a liability rather than an asset to the city. On the other hand, well-planned, soundly-built projects create enduring values, pay sufficient taxes to cover the needed city services and provide a wholesome environment for many years. The slogan of J. C. Nichols, one of America's greatest builders. was: "Let us plan and build for a hundred years, not just for a generation.

I have worked with the builders for many years both as a private consultant and as director of FHA Land Planning Division. During that period I have held hundreds of meetings with land developers in every major city in this country, explaining the benefits of sound planning. I think I can speak with authority when I say there has been a tremendous improvement in the quality of land planning in all sections of this nation during the last decade.

The planning profession is no place for a man of faint heart. It takes years to overcome inertia, ignorance and prejudice, but today, I am pleased to say, there are no builders or developers of note who do not feel that good land planning pays big dividends. The battle is not over, but there is no longer organized opposition to sound long-range planning.

Fifteen years ago there were

hardly a dozen builders capable of developing a large residential project. Today there are hundreds in all parts of the country with the knowledge, ability and money to undertake projects of thousands of homes and costing tens of mil-

lions of dollars.

Previously, complete new residential communities were usually built by large industrial corporations to house their employees -Kohler, Wisconsin; Longview, Washington; Kingsport, Tennessee; are examples. Today, com-munities of several thousand homes - such as Midwest City, Oklahoma; San Lorenzo and Panorama City, California; and Park Forest near Chicago; are a few examples of complete towns built by private operators to sell in a competitive market and which are being constructed in all sections of this country. In some cases, where the project was too big for one man to handle, a group of developers have combined to build a complete neighborhood with schools, churches, parks, shopping center, and all modern amenities. We may all live to see the day when the building of isolated little groups of houses, which has been so prevalent, will no longer be considered good business, or will be permitted.

Another feature of modern planning, which has developed rapidly in the last few years and which is a necessary adjunct to suburban living, is the construction of shop-ping centers. These can be roughly

divided into three types: local, in-termediate, regional.

The local shopping center of five to 15 stores and up to five acres in area takes care of the daily needs of those living within a few blocks. It could be supported by 1000 to 2000 families. Its major stores are a super-market and drug store. Such centers are usually located on a corner fronting a major highway. With service facilities in the rear and generous parking at the front and side, it would have around 30,000 square feet of rentable area and would have considerable walk-in trade.

The intermediate center will have, in addition to the market and drug store, a Five and Ten. perhaps a furniture and household appliance store, a restaurant and some apparel shops. A gas station is frequently included in such centers. Approximately 10,000 families are needed to support the stores listed. It would pull customers from a radius of two miles and would have around 100,000 square feet of rentable area with perhaps some doctors' offices on the second floor. On a percentage basis, there would be fewer walk-in customers.

The regional center of from 200,000 to a million square feet of rental area would provide for a family's complete shopping needs. It pulls for several miles, needs from 20,000 to 50,000 families in the trade area and occupies a site of from 20 to 100 acres. One or more department stores are always included, two or more markets, all types of clothing stores, a movie theater, frequently a recreation center providing bowling or skat-ing, doctors' and dentists' offices in fact all the shopping and retail facilities found in a small city of 100,000 people.

Only a few centers of this size have actually been built. The Country Club Plaza in Kansas City; Highland Village in Dallas; Northgate, recently completed, in Seattle are good examples. Many more are in the plan stage. Some of the new ones face interior peddestrian malls; others, like the J. Hudson Company projects in Detroit, are planned in a huge oval with parking in the center as well as around the outside. Tunnels are used for truck service to the basements. They are planned for 100% drive-in trade, either private car

or by public bus.

In all these new centers parking facilities are given great consideration, for it is this feature that brings in the customers. From six to 10 car spaces per 1000 square feet of rentable area is the usual standard. Every effort is made to keep the farthermost parking space within a distance of 350 feet of the stores. An 8-to-10-foot wide overhanging canopy along the store fronts is almost universal practice in the newer centers. When parking, walks and service areas are deducted, approximately 10,000 square feet of rentable store area can be secured per acre in a well planned center. With but few exceptions, the architectural style is the so-called "contemporary", as it has been found less expensive and more flexible.

These, in my opinion, are the major factors affecting the planning of today's residential projects. The major trends here outlined are creating a new urban pattern. Let us hope it will be clearly recognized by all planners, builders and public officials; and that, working together, they will build

a greater America.

By SYDNEY J. MASS Jerrold Electronics Corporation Philadelphia

TV for Tenants

Television can become a bugaboo to the successful management of your multi-unit buildings. In the absence of planning, roofs become an unsightly jungle of antenna masts. Liability of the owner increases. Building and fire codes are broken. Poor facilities and reception causes ill-will between owner and tenants. But a television master system can solve the problem. Here's how it operates and what it can mean to the value of buildings you manage

ToDAY the owners and managers of apartment houses and other multi-unit buildings are faced with providing good television reception facilities for their tenants. Obviously it is impractical in most cases to allow each tenant to erect an individual outside antenna, even though good reception may be impossible without an antenna on the roof.

Everyone who has visited a metropolitan center recently, in the areas of television service, has noticed roof-tops cluttered with dozens of antennas. Such a "jungle" of masts and antennas atop an apartment house is not only unsightly, but often causes expensive roof damages, especially during a severe storm. Also, a roof crowded with antennas greatly increases the owner's liability risk and is a direct violation of fire codes and building codes in many communities.

But these are not the only problems. The increasing popularity of television means that management must find a solution to enhance the goodwill of tenants and, in turn, protect the property's

value.

A solution to the television problem is the master television antenna system. With this installation a roof need have only a single antenna mast. Any number and any make of television receivers can be connected to the system. And such a system can reduce long-run costs to both management and tenants.

A good master television antenna system consists of three principal parts. One is an antenna mast and antennas carefully oriented and cut for each channel to be received. The second major element

is a master control unit and amplifier, which amplifies the received signals tremendously and thus overcomes the inevitable losses in the lead-in cables and distribution system. The third part of the system consists of antenna distribution outlets, with typical units which can serve from 60 to 200 television sets and provide them with strong ghost-free signal as well as prevent any interaction between receivers. As many of these distribution units as necessary can be used to serve the requested number of TV sets. In addition, there is a separate wall outlet where the receiver is to be connected to the system.

The beauty of this system is that it provides clearer and stronger signals than could be obtained by an individual outdoor antenna for each television set. This is because the master control unit has a separate channel amplifier strip for each channel to be received, and boosts the signal strength as much as 500 for low channels and 250 on high channels.

Furthermore, the electronic distribution boxes decouple the receivers from each other, so that interaction is possible. This decoupler is important because television sets tend to interfere with each other if they are coupled to the same signal source. But a good decoupler will enable each set to operate free and clear of any other.

The methods of installing a master antenna system vary widely, of course, depending upon the
type of building, its size, layout,
and so forth. When considering
new construction, it is important
to plan on a master antenna sys-

tem for the building just as you plan for electric lights and telephone. Some companies offer engineering service to help management and architects plan for a master system.

The same kind of engineering assistance is available when installing a master system in an existing building. Naturally, the entire job is simplified when a building already has conduit installed rather than where it is necessary to use inside pipe shafts or make runs on outside wall surfaces to install cables.

In general it is relatively simple to install a master antenna system on almost any kind of building. A single antenna mast, or perhaps two, if necessary, is erected on the roof and leads from the individual antennas are run to the master control unit, usually as near the antennas as possible. From this unit, cables carry the mixed signals (for all channels) to the distribution outlets . . . often located in the penthouse. The signals are then carried from the distribution outlet down through risers on a single cable and then tapped off to the individual wall outlets in each apartment.

"An important fact to note is that the right kind of master antenna system can make possible clear television reception even in "fringe" areas at a considerable distance from the nearest transmitter. Even in downtown locations near television transmitters, such a system can overcome the electrical noise and "ghosts" which are inevitably present in such centercity buildings.

There are various ways of financing the installation of a master system. One is the outright sale to the owner, with a separate service contract on an annual basis, usually providing for periodic inspections and year-round maintenance.

Another way is a concession from the owner to install the system at no cost to the owner, but with the right to solicit and rent the outlets to the individual ten-

(Please turn to page 53)



Ten Ways to Increase Sales Interest

By JUDSON BRADWAY Detroit, Michigan

AN alert real estate salesman has to be able to stimulate the interest of his prospect and be able to maintain that interest. There are hundreds of ways of doing this. Let's take a look at a few.

Show interest in something your prospect likes; look around for something that indicates his hobby. If he hasn't a special hobby, it's easy to analyze his office or home to discover his interests. If he does not respond to the first thing you mention, try another that seems appropriate

that seems appropriate.

What is the very best speech you ever heard? I'll wager that it was on a subject which you knew and where the speaker agreed exactly with all of your ideas. Even if you listened to him for an hour and came away without a single new idea, you would still say it was a good speech. In the same way, if you are interested in some of the same things as your prospect, he is glad to know it, even though you may not add one single iota to his knowledge of the subject.

Show interest in the problems of your prospect. If, during the approach or during the conference, you can find a way of helping him solve one of his problems, forget the fact that you are a salesman and show him that you are interested in him personally.

I was brought up on a farm and during vacations had to learn to do every kind of work. When I was in the university I took an agency to sell stereoscopic views, which were then quite the rage. My territory was up in Canada Higher sales volume results first of all from a salesman knowing how to do three things...get the attention of his prospect, stimulate his interest, and maintain that interest. But you can't do that with constant distractions or without knowing the prospect's needs, interests, and desires. In this article, third of a series, the author offers suggestions for keeping interest on a sales-resulting level

near Guelph, a rather rich farming community. I arrived at a prosperous farm just as the farmer was finishing his noon meal. I obtained his attention and some slight interest when his attention was distracted by some heavy, black clouds approaching. "I have a lot of hay in the field ready to draw, he said, "and a heavy rain would ruin it." He mentioned that he was short of men so I volunteered to help and we got the hay in just before the rain. I made an appointment for the next night, and when I arrived he had three of his neighbors at the house. As a result I made sales of more than \$300 of stereoscopic views.

Very often a real estate salesman can make some suggestion involving property management, such as handling of taxes or assessed valuations, remodeling of a store, or even actual merchandising. If done discreetly, these suggestions can maintain interest.

Show interest in your prospect's desires. Some years ago I was trying to interest a well-to-do executive in a farm, but I couldn't get him out. An old, retired jockey who was tenant of the farm, kept two horses of which he was very proud. My prospect was more in-

terested in horses than anything else, so when I told him about the jockey he was immediately interested. He spent the entire afternoon talking with this jockey. What I was able to get in edgewise made it possible to close the sale.

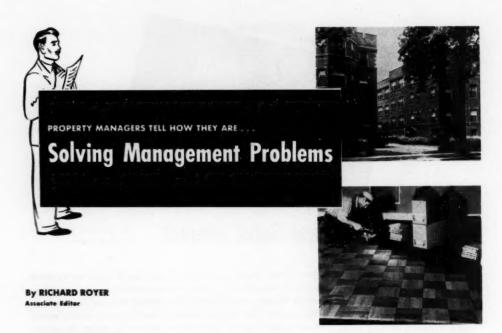
Discover the prospect's viewpoint. Find out what he wants and then train all your approaches to appeal to that particular instinct. Is he looking for a safe investment with no risk? Is he a speculator looking for quick profits? Is he looking for increased social standing? Is his entire interest in his children, their schooling, their associates?

Never fail to correlate in some manner the value of the property you are offering to your prospect's problems.

Remember that if you cannot show how he is to be benefited you cannot get his attention and interest.

Get undivided attention and beware of counter attractions. If your prospect is looking over papers while you are talking to him, you're wasting your time. Discover some way of getting his attention. If you can't think of anything else, look at your watch and

(Please turn to page 273)



THE many government regulations putting the squeeze on new construction and property modernization today, coupled with the uncertainty of getting necessary building materials, call for sound judgment and planning by property managers to meet the challenging conditions of today's market.

Successful managers must know the right time to modernize properties and how much is practical to spend . . . keeping in mind that all expenditures must be returned through increased rentals, improved occupancy, longer useful life for the property.

They must also know the best methods for getting new business and recruiting and training personnel so losses won't occur through rapid turnover and inefficient performance of employees.

To get up-to-date ideas on these important factors, *Journal* editors queried some of the country's leading property managers to discover how they are solving today's problems.

In Detroit, Realtor Kenneth Draper, president of Lambrecht Kelly Company, says that his firm is interested in modernization at all times for either or both of two reasons. First, to preserve the earnProblems of maintaining property values and increasing management business have taken on added significance today with a constant stream of government regulations and scarcity of materials. In this article, seven leading property managers comment on conditions in their localities and tell how they are meeting current obstacles

ing ability of a property and, second, to increase the earning ability of a property.

"Given the materials and the possibility of a satisfactory improvement in net income, we would certainly modernize today," says Draper. "We believe that the first items of modernization to be considered are those that preserve the building from the physical standpoint. Next in consideration is the possibility of increased net income.

"Important items to consider in modernization are the installation of automatic heat to replace handfired units, new store fronts for properties in certain locations, new plumbing facilities, light fixtures, kitchen appliances, and floor coverings.

"Modernization possibilities are reviewed periodically for properties under our management. If conditions have changed since the last consideration, we consult among ourselves in small matters and call in experts in the various fields for consultation when large expenditures are involved."

Realtor Stanley W. Arnheim, head of his own company in Pittsburgh, says that modernization is one of the most important concerns of today's property manager.

"No rule-of-thumb advice can be given as to the extent to which a modernization plan can be completed," says Arnheim. "The financial situation of the building's owner, the extent to which the property has fallen behind the times, and the nature of its occupancy, all must be considered.

"The following are important points to consider in modernization; modern high-speed elevators, attractive and practical lighting fixtures, floors and walls, lobby and exterior entrance appearance, interior decorating, and in some cases air conditioning."

H. L. Bliss, property manager of Homer Warren and Company of Detroit, has this to say of the prime considerations in a mod-ernization program: "If the property is occupied, modernization must be carried out with a minimum of annoyance and inconvenience to tenants. When completed, the program must be economically sound. Consideration must be given to age, design, location, and layout of the building.

"Every dollar invested in a modernization program must be justified. What would constitute a justifiable expenditure for a building 25 years old and in the heart of the financial district would not be justifiable in a fringe building 40 years old. You might be justified in spending \$5000 for an elevator cab in one building and only \$2500 in another. The amount to be spent and what is done are matters of sound judgment and experience.

Methods to use in soliciting new management business are continually being tested and improved upon until experience shows which work best in particular localities and under certain conditions.

Henry G. Beaumont of the Beaumont Company, Beverly Hills, California, says that making a personal call to the owner of a building is one of the best ways to get management business. "This call can be made either after a letter has been sent or a follow-up can be mailed after the first interview. Help visualize how a building can be re-tenanted, or modernized so as to substantially increase the income

"Make an inspection of a building which has a glaring fault and bring this to the attention of the owner. This will usually get an interview and an opportunity to talk management.

Make use of what is called the 'survey' method. Here, you offer to survey a property either at no charge or for a small fee. This gives a property manager the opportunity to call to the attention of the owner the errors or faults in the present management setup and the advantages of a property manager.

Other sources used by this company include sale of buildings either to clients or to prospects for agency management, direct mail to doctors, lawyers, title compan-

ies, and bankers.

Robert C. Nordblom, president of Nordblom Company of Boston, says that the best sources for new management business for his firm are leads obtained from sales, financing, and appraisals. "We have used institutional advertising for the past few years and we feel that it has a long-range effect.

We have stressed the creation of syndicates in which we participate financially and we help promote and develop property. In this way we have created management business for our company.

Nordblom says that his firm doesn't sell management time professionally. When it has a management prospect, the time risk is assumed by the firm in presenting a program with the hope that the management contract may be obtained on that basis.

As part of an established policy of service to clients, Frank C. Owens, president of Draper-Owens Company of Atlanta, says that his firm definitely does not make any charge over the customary management fee and procurement fee for handling taxes, keeping employee records, or assisting in securing increases under rent con-

And on the question of office efficiency, he says, "We have found that Addressograph properly tied in with machine accounting has been very helpful in keeping steadily mounting office overhead in line.

The availability of competent personnel, proper employee training, and satisfactory wage scales are problems that all property managers must solve. Shifting emphasis in the national economy may create labor shortages in some localities and an excess of labor in

In Detroit, Leonard P. Reaume of Leonard P. Reaume Company, says that while there is usually a labor shortage in Detroit, his company has not experienced any particular difficulty recently. "We do not have any special method of recruiting our help, but we are constantly training our staff in order to increase its efficiency. We cooperated with the managers of other buildings in this respect and any problems have been worked out to our entire satisfaction.

"In regard to a basic wage scale for various jobs, we do exchange information with other employers in buildings similar to our own. However, to a large extent we pay our employees on the merit system, which is to pay them in ac-

cordance with their ability, efficiency, and worth to us.

Speaking on the manpower sup ply of Pittsburgh, Stanley W. Arnheim says his firm is still experiencing a slow but steady flow of inquiries from men and women interested in the various phases of

office building operation.

"Both skilled and unskilled labor seem to be prevalent without undue solicitation on our part," he says. "We have always been able to get a satisfactory response when we need maintenance men, janitors, charwomen, and elevator op-

'We find that many skilled laborers prefer the steady income and lower rate of pay afforded by building employment rather than the uncertainty of outside work or the rigors of occupations in essential industries.

'We charge the responsibility of training new employees to the building superintendent who works with new personnel for a few days, training and guiding them in their activities. We have been able to speedily detect inefficiency and replace unsatisfactory personnel at an early date."

TV for Tenants

(Continued from page 50)
ants over a period of several years. The contracts are so drawn as to include an initial connection charge plus an annual maintenance fee.

Still another method is to include the initial cost and/or the maintenance fees in the monthly rental to tenants. In many cases, these costs will be lower for the individual tenant than if he were to install his own system. Costs, of course, vary according to the size and number of units in the build-

Builders and owners of new buildings often purchase the equipment as an initial investment and offer the television service either for a small fee added to the rent, or as an additional investment to prospective tenants.

According to a ruling by Housing Expediter Tighe Woods, a master television system constitutes a capital improvement and is subject to the fair return provisions of the rent law

Recently the FHA has approved certain master amplified antenna systems under sections 207 and 608 and Title VIII mortgage financing regulations. These approved systems can now be included as part of the mortgage.



By BERT V. TORNBORGH, CPA

ACCELERATED DEPRECIATION on apartment buildings was claimed by a taxpayer as resulting from insufficient maintenance during the war years. The court denied this deduction because of a lack of specific proof that the buildings were approaching the end of their useful lives.

RENT WAS PAID BY A CORPORATION to the wife of the sole owner. The amount paid exceeded the sum the husband was obligated to pay to the owners of the property. To the extent of such excess, the tax court said the rent payments were not deductible.

Depreciation Was Claimed on farm buildings. The court disallowed such a claim on finding that the buildings were not used for farming or any other business purpose.

EMERGENCY FACILITIES such as in World War II, may be amortized under special provisions of the 1950 Revenue Act, under certificates of necessity. The chairman of the National Security Resources Board has been designated as the certifying authority for purposes of certificates of necessity.

EMPLOYEE BONUSES are often accrued. In a recent case the appellate court ruled that such a deduction is proper in the year of payment, rather than in the year on whose profits the bonuses were calculated.

AN INVESTOR IN REAL ESTATE, same as an investor in securities, is entitled to return his profits under the capital gains provisions of the tax law, whereas a dealer would report 100% of the gains as taxable income. The investor must make some sales from time to time, of course, and will make purchases now and then. Where is the border line between investor and dealer?

The number of transactions has only incidental bearing on the matter and marks the difference between a large investor and a small one, rather than between an investor and a dealer. The nature and purpose of the transactions are the important items.

Many readers have inquired about this point and for general elucidation on the finding of the courts on different sets of facts, a review of the following cases is suggested: Keeney, 17 BTA 560, Dec. 5445; Carroll, 21 BTA 724, Dec. 6550; Wineman Realty Co., 1 TCM 791, Dec. 13,074; Harriss v. Comm., 143 Fed. (2d) 279; Phipps v. Comm., (CCA-2), 54 Fed. (2d) 469; Kleberg, 5 TCM 858; Spanks v. U.S., 44-2 USTC No. 9357; Mackall, 3 TCM 701; Beck et al., 8 TCM 126; Guthrie v. Jones, 72 Fed. Supp. 784; Fahs v. Crawford, 161 Fed. (2d) 315.

Business Property Was Sold at a loss and on the same day the seller leased the property back from the buyer for a 95-year period, claiming a loss on the sale. The loss was disallowed under a tax law provision which prohibits recognition of gain or loss on an exchange of business property. The Treasury regulations interpreted this provision as applying to any exchange where a fee is swapped for lease of 30 years or

more. However, ruled the court, the taxpayer is entitled to a claim depreciation over the life of the lease on the basis of the property at time of sale, less any cash received.

A Business Man or independent contractor can claim travel and entertainment expenses from his gross income and can then take the standard deduction of \$1,000 or 10% of adjusted gross income, whichever is less, or via using the tax tables.

A TAXPAYER SIGNED return in blank and left it with a tax consultant to be filled in. It was then filed with an erroneous deduction for travelling expenses, and the Treasury sought to impose a fraud penalty. The tax court ruled the fraud penalty did not apply here.

NET OPERATING Losses of corporations have for some years now been subject to a two-year carry-back and a two-year carry-over, meaning that such losses could be offset against profits of the two earlier years or carried forward for two coming years. On Treasury recommendations the House Ways and Means Committee (where revenue measures originate) has adopted a change to a one-year carry-back with five-year carry-over.

STATUTE OF LIMITATIONS says the assessments for income taxes must be made within three years after the return is filed. If a return is filed in the ordinary course, and later on an amended one is filed, the date of filing the original return remains guiding.

Med and

annual

ROSTER SECTION

"The Real Estate Board is to the realty profession what the Bar Association is to the lawyer and the Medical Association is to the doctor. It is a force for good. It is a force for betterment of its practitioners and the public they serve. In such an association there are crystallized the rules of conduct, the guides and the standards of stern discipline, which proclaim to the community the sense of integrity and the high qualities and ideals which you demand and which characterize the service of men of good will engaged in an honorable profession."

- Justice Frankenthaler, New York Supreme Court

NINETEEN HUNDRED AND FIFTY ONE

1951 OFFICERS



Alexander Summer President of NAREB



H. Walter Graves Treasurer of NAREB

NAREB Objectives for 1951

A NACTIVE, forward-looking program of objectives has been set up by the National Association of Real Estate Boards for 1951 to further its aims of promoting home ownership to the American people, protecting personal freedom, family life, and national integrity.

Defense Housing: Declaring that no subsidies are needed for defense housing. NAREB says that private industry is ready and able to do the job better, quicker, and at less cost than government building.

Government Spending: Congress will be urged to create a special commission comprising three Senators and three Representatives which would have the power to review and recommend the suspension of such non-defense public expenditures it believes postponable or unnecessary.

Rental Industry: Aid will be given to organizing small owners of residential and commercial rental property for the purpose of establishing good practice in this industry and to enable the industry to protect itself. NAREB will not have any direct or financial responsibility in the proposed union.

Public Relations: A year-round network radio program is planned to explain what a Realtor is, the importance of his code of ethics, and the professional caliber of his services.

Other objectives: Modification of Regulation X, standardization of licensing requirements, deduction for depreciation of owner-occupied homes, elimination of unfair real estate taxes.



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C. Francis Solomon, Jr.



Philip W. Kniskern President of ULI



Elizabeth M. Anstine

NAREB Institutes... Their Aims and Objectives

American Institute of Real Estate Appraisers

The prime purpose of the Appraiser's Institute is educational. Its program for 1951 will include eight regional conferences, in various cities throughout the country, to present current thinking on present and probable trends of value in real estate. The institute will give extension courses on real estate appraising for Realtors unable to attend the regular courses.

The challenge for this year's program is to be sure that the nation's Realtors are thoroughly familiar with all the fundamentals of real estate value. The ability to discuss intelligently all phases of value is becoming increasingly important to the broker.

Institute of Farm Brokers

The 1951 program of the IFB is to increase membership and to build its strength and effectiveness in assisting small boards with educational meetings so farm brokers may become more qualified in their dealings with the public. Educational conferences on farm subjects are planned, both on local levels and on a state-wide basis.

The IFB is also planning a system of nation-wide multiple listing where, through a central office in IFB, members may transact or secure information concerning properties in other states.

National Institute of Real Estate Brokers

The Broker's Institute, with the largest membership of any of NAREB's institutes, has a comprehensive program scheduled for this year. A series of bulletins dealing with such subjects as successful sales ideas, real estate procedures in the new defense economy, information on sales meetings, broker-salesman relations, and selling and leasing commercial property will be published.

In addition to the regular bulletins, the institute sends out a market letter containing an analysis of market trends and the latest sales techniques. A clinic on commercial property problems is scheduled to be held in Chicago.

Society of Industrial Regitors

The number one job for the SIR is meeting plant requirements for defense production. The society is working closely with federal defense agencies to coordinate factory needs for defense production and to survey the entire country for available industrial facilities.

Educational courses have been scheduled for members, including a five day seminar on current industrial problems to be held at the University of Pennsylvania. Case study courses on the appraisal of industrial real estate will be carried on throughout the country.

The society is also developing model zoning ordinances for the protection of industrial lands and to prevent the infiltration of housing into industrial zones.

Institute of Real Estate Management

The IREM has been increasing in strength and recognition yearly and its Accredited Management Program has attracted many prominent management firms to take advantage of this public reception.

For 1951, the institute hopes to have better and more active layman work through better informed committees and more committeemen at work. Further development of the research division is planned to study such things as the effect of federal government legislation on real property and methods and techniques for the protection of life and property under such contingencies as bombing attacks.

A lecture course on the fundamentals of real estate management is to be continued. The IREM has a maintenance school for supervisory staffs to help them teach more effectively the trade processes of painting, carpentry, masonry, plumbing, and other trades.

Secretaries Council

The council will continue its program of assisting boards and state association secretaries to build stronger boards and wield more influence in local communities.

The annual seminar of real estate board administration will be held in Chicago. Basic requirements for boards and special activities will be discussed.

A multiple listing bulletin will be published quarterly to supplement the board's book on multiple listing procedures released last vear

A new committee is assembling ideas and plans for board programs. The "Digest" will continue to report on board operations, techniques, and procedures for efficient administration plus informal notes on board achievements.

States Council

The States Council, NAREB's newest council, has a 1951 program calling for continuation of its work on state tax limitation. Kits, containing reports and statistical data, are being prepared to help volunteer speakers carry this message to all states.

An award will be presented this year to the state association which has made the greatest contribution to benefit the public of that state or the country as a whole.

Urban Land Institute

The ULI is an independent technical and research organization in the field of urban planning and development which acts as advisor to NAREB and NAHB on matters of planning, zoning, central business' districts, and residential community development problems.

During 1951, the institute will give major attention to the preparation of a handbook on central business districts to supplement its Community Builders Handbook.

The establishment of an industrial development council will be completed during the current year. Findings of the institute will be published periodically in its technical and monthly news bulletins.

Women's Council

Two paramount issues face the Women's Council this year . . . legislation and membership. Its legislative program proposes a definite plan to assist the Realtor's Washington Committee through such groups as the Parent Teacher's Association, the League of Women Voters, and the American University women. It is the council's desire to influence all women to have a better understanding of national affairs and their prerogative as a voter.

NATIONAL ASSOCIATION OF REAL ESTATE BOARDS

1737 K Street, N. W. Washington 6, D. C.

22 West Monroe St. Chicago 3, III.

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1918—Willians May Garland, Los Aageles,
1918—Willians May Garland, Los Aageles,
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Deluth, Minneoto.

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Jown.

Jo

Representing NARES Board of Directors Morris W. Turner, 11 W. 6th St., Tulsa, Okla.

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Term Expiring December 31, 1953 Henry G. Beaumont. 8644 Witshire Blvd., Beverly Hills, Calif. Raymond Bosley. 28 Adelaide St. W., Toronto, Ont. Can. Edmund D. Cook, 190 Nassau St., Princeton, sell Doiron, P.O. Box 218, Baton Rouge, La. Harold J. Grove, 208 S. 18th St., Omaha, Neb.
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Frank MacBride, Ir., 2101 Capitol Ave.,
Sacramento, Calif.
Donald T. Pomeroy, 327 Montgomery St.,
Syracuse, N.Y.

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Chicago, au.

Term Expiring December 31, 1951

Carleton C. Cone. 442 W. Lafayette St.,
Tampa, Fin.
Tam Charles E. Hoover, 519 Linden St., And town, Pa.
Ben O. Kirkpatrick, 1225 Hunt Bidg., T sa, Okla.
Frank Owens, 521 Grant Bidg., Atlanta, Georgia.
Thodeas I. Weber, 6401 Manchester, St. Pa. Kirkpatrick, 1225 Hunt Bidg., Tulore J. Weber, 6401 Manchester, St. Wilcox, 453 Washington St., Bostou, Mass.
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Emanuel L. Kamm, 749 Broad St., Newark 2, N.J.
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Mo.
Seeley, 824 Pacific Electric Bldg., Los
Angeles, Calif. Roy C. Seeley, 828 Facine Esecuric Biog., 1
Angeles, Callin, 1225 Mercantile Bank
Bilde, Dallas, Texas.
Harry W. Goodman, 601 Louisville Trust
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Adrian O. Murray, 1143 E. Jersey St.,
Elizabeth, N.J.
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Term Expiring December 31, 1951 A. H. Burgess, Sand Springs, Okla. Bernard P. Day, 7 Dey St., New York City, N.V. N.Y.
H. Carlton Edwards, 216 E. 10th St., Kansas City, Mo.
J. Harrington, Jr., Seven South Dearborn St., Chicago, Ill.
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Representing NARES Sound of Directors Henry W. Merrill, 82 Devonshire St., Boston. Mass.

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President: Mrs. Elizabeth Anstine, 9068 Biscayne Blwd., Miami Shores, Fla. First Vice President: Mrs. Isabet Mitchell. 206 W. Compton Blwd. Compton, Calif. Second Vice-President: Mis Helea G. Nixon. Recording Secretary: Miss Dorothy Ingalls, Colonial Secretary: Lorraine E. Kuhs, 2831. N. Grand Blwd., St. Louis, Mo. S. N. Grand Blwd., St. Louis, Mo. S. K. Terney, 205. 8, the Kt. Louisville, Ky. K. Terney, 205. 8, the Kt. Louisville, Ky.

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wa, Minn., Neb., N.D., S.D.—Mrs. Mignon Music, 4311 Ashby Ave., Des Moines, Music, 7311 rampy reve. see
Iowa.
Ky., N.C., S.C., Tenn., Va.—Mrs. Charlotte
Byrd, De Luxe Arcade, Memphis, Tenn.
Illand, Bidt., Tolliens Klaiber, 3028 Peoples
Ark, Kan., Mo., Okla.—Mrs. E. J. Peterson, Grinnell, Kanss.
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Rosella M. Mullin, 5 Wyllys St., Hartford,
Conn. Conn.
Mich., Ohio, Man., Ont.—Mrs. Edna C.
Millord, 902 David Stott Bldg., Detroit 1, Wilford, 902 David Stott Bidg., Detroit 1. Milch.

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Bidg. A. W. Va.—Wiss Bidg., Capitol St., Charleston I. W. Va.—Wiss Bidg., Idaho, Mont., Ore., Wash., Alaska—Ruby Wright, 208 Columbia Ave., Seattle 4, Wash. Aria., Colo., N.M., Utala, Wyo.—Virginia Blue, 1469 York Street, Denver, Colorado.

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GOVERNORS
Term Expiring December 31, 1953
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Mrs. Bertha S. Dietr. 1961 Madison Rd.,
Cincinnati 6, Ohio.
Mrs. Ruby Grabfelder, 310 W. Jefferson St.,
Louisville 2, Ry.
Mrs. Henny Moligand, 4624 W. Burleigh
St., Milwackee 10, Wis.

Form Expiring December 31, 1952
Miss Pauline Eden, 7648 Biscayne Blvd.,
Mismi 38, Fla.
Mrs. Kathryn Cowles, 36 Pearl St., Hartford, Conn.
Mrs. Nora Shackleford, 42 East Ave.,
Rochester 4, N.Y.

Torm Expiring December 31, 1951 Miss Grace H. Carlin, 3723 W. Luke St., Mineapolis, Minn. Miss Hazel M. Carnes, 1429 S.W. 14th Ave., Portland, Oung, Miners Nat'l Bank Bidge, Wilken-Barre, Pa.

Representing Board of Directors NARES Ann Pardy, New London, N.H.

URBAN LAND

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Vice President: Warren L. Morris, 925
Gusrdian Bidg., Cleveland H. Chico.

Gusrdian Bidg., Cleveland H. Chico.

Perdido St., New Orleans 12, La.

Sceretary: Seward H. Mott. Executive Director, Urban Land Institute, 1737 K. St.

N. W. Washington 6, D.C.

T. W., Washington 6, D.C.

T. W., Washington 6, D.C.

T. W. Washington 6, D.C.

This experiment of the Control of th INSTITUTE N.Y. Charles Flectwood, Vice President, Prudential Insurance Co. of America, Newark, N.J. John W. Galbreath, 42 E. Gay St., Columbus 15, Ohio. Van Holt Garrett, 650 17th St., Denver 2, Colo. Robert P. Gerholz, 3327 Fleming Rd., Flint 5, Mich. Robert P. Gerholt, 3327 Fleming Rd, Flint 5, Mich. Health President, Illinois Institute Heavy Edwards of States of States of States Charles E. Joern, William Joern & Sons, 329 N. LaGrange Rd, LaGrange Park, Ill. Joseph W. Lond, Vice President, R. M. Bradley & Co., Inc., 250 Boylston St., Paul L. McCord, 615 Lemche Bldg., Indian-apolis 4, Ind. Joseph E. Merrion, 2015 E. 79th St., Chicago 11, 18, 5, Miller, Southland Life Bldg., Dallas 1, Teass.

1. III.
Henry S. Miller, Southland Lite mon.
1. Texas.
John McC. Mowbray, 4810 Roland Ave.,
Baltimore 10, Md.
Herbert U. Nelson, Executive Vice President,
National Association of Real Estate Boards,
1737 K St. N.W., Washington 6, D.C.
Hugh Potter, President, River Oaks Corp.,
3292 Wetsheimer Rd., Suite 3, Houston 6,
Texast.

23-B Highland Park

1737 K St. N.W., Washington 6, D.C. Hugh Potter, President, River Oaks Corp., 2922 Wettbeimer Rd. Suite 3, Houston 6, Texas. Hugh Persher, Sr. 25-B Highland Park Hugh Persher, 1922 Chestnut St., Cincinnati 2, Ohio. Selter, 1422 Chestnut St., Cincinnati 2, Ohio. Selter, 1422 Chestnut St., Fhilading Persher, 1422 Chestnut St., Friedlen, 1424 Chestnut St.,

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President: Katherine McPherson, 90-04 161st St., Jamaica 2, Long Island, N.Y. Vice-President: Lon Forbush, 1502 1411 Fourth Ave. Bidg., Seattle 1, Wash. Secretary: Eric Stapleton, P.O. Box 2561, Greensboro, N.C. Esecutive Secretary: Ruth Keister, 22 W. Monree St., Chicago 3, Ill.

BOARD OF DIRECTORS

Term Expiring December 31, 1953
Katherine McPharson, 90-04 felts St.,
Jamaica Z., Long Island, N.Y.
George F. Brunner, 1106 Morgan Bidg.,
Buffalo Z. N.Y.
Erle Stapleton, P.O. Box 2561, Greensboro,
N.C.

Term Expiring December 31, 1982
Mary H. Binford, 704 Inland Bidg.,
Indianapolis 4, Ind.
Milton M. Strouse, 312 State Theater Bidg.,
Harriburg, Pa.,
Rolland E. Fisher, 1980 Penobscot Bidg.,
Detroit 56, Mich.

Term Expiring December 31, 1951
Barbara Moss, 531 American Ave., Long
Beach 12, Calif.
William J. Renick, 1101 Commerce St.,
Dallas 2, Texas.
Lon Forbuth, 1502, 1411 Fourth Ave.
Blög., Seattle 1, Wash.

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Representing NARES Sound of Directors

Arch I. Madden, 224 Insurance Exch. Birig. Des Moines, Iowa.

REGIONAL VICE-PRESIDENTS Conn. Mass. Me., N.H., R.I., Vt., Osebec — Mrs. Esther M. Smith, 9 Center St., New Haven 10, Conn. N.J., N.Y.—Gertrude I. Murphy, 786 Broad St., Newat 2, N.J. W. Va.—William P. Pyckler, William Pean Hotel, Pittsburgh, Pa.

Belt, D.C., Mal., "A., W. Va.—William F. Feckley, William Fean Hotel, Pittsburgh, Feckley, William Fean Hotel, Pittsburgh, K.Y., N.C., S.C., Tenn., Va.—Jeseph F. White, Jr., P.O. Box 1445, Richmond, Va. Ala., Fla., Ga., Miss., P.R.—John L. Baswell, 215 Comer Bilde, Birmingham 3, Ala. Mich., Ohio, Man., Ont.—LeRoy Farsons, Mich., Ohio, Man., Ont.—LeRoy Farsons, Mich., Ohio, Man., Ont.—Perin Carrier Mal., Ind., William, J. G. William, Neb. N.D., S. D.—Ervin W. Luedtke, P.O. Box 1581, Lincoln, Neb. Ark, Kan., Nob., Ohio, —Nobert J. Duver, J. G. Cravens Bildg., Oklahoma City 2. O. A. Weight, 322 New Bildg. Saft Lake City I, Weight, 322 New Bildg. Saft Lake City I, Weight, 322 New Bildg. Saft Lake City I, Califf, New, Hawaii, Fiblippines—Earl S. Anderson, 117 W. 9th St., Loa Angeles 15, Califf, New, Hawaii, Fiblippines—Earl S. Anderson, 1502 1441 Fourth Ave. Bildg., Seattle 1, Wath,

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President: C. Francis Solomon, Jr., 70 8. Main St., Salt Lake City, Utah. Vice President: T. H. Maenner, 808 City Nat'l Bank Bldg., Omaha, Neb. Secretary: Ray Hofford, 7 Water St., Boston 9, Mass.

BOARD OF GOVERNORS

BOARD OF GOVERNORS

Conn., Mass., Me., N.H., R.I., Vt., Quebec.—Ray Hofford., 7 Water St., Boston 9.

Acay Hofford., 7 Water St., Boston 9.

N.J., N.Y.—Cliston B. Snyder, 61 Newark St., Hoboken, N.J. (term expiring 1952).

Del., D.C., Md., Pa., W. Va.—Millot M., Stroue., 312 State Theatre Bide., Harris-Kong, St., V.C., S.C., Tenn., Va.—Erle Stapleton, P.O. Box 2561, Greensboro, N.C. (term expiring 1952).

Ala., Fla., Ga., Miss., P.R.—M. S. Heasley, expiring 1952, Orlando, Pla. (term expiring 1952).

Mich., Ohie., Ont., Man.—A. R. Saunders, 702 Olds Tower, Lanning 8, Mich. (term expiring 1952).

N. Kobine, Cont., Man.—A. R. Saunders, N. Kedie, Chicago, Ill. (term expiring 1951).

Jowa, Minn., Neb., N.D., S.D.—T. H. Meener, 808 City Nat'l Bank Bide., Omaha, Neb. (term expiring 1952).

Lo. Texas—Huno H. Loewenstern, 315 Polk St., Amarillo, Texas.

N. Robinson St., Oklahenna City 2, Okla. (term expiring 1952).

La. Texas—Huno H. Loewenstern, 315 Polk St., Amarillo, Texas.

N. Robinson St., Oklahenna City 2, Okla. (term expiring 1952).

Lach, 222 N. Santa Fe, Paeble, Coll. (Call', New, Hawaii, Philippines—F. Herbert Lakey, 6220 Pacific Blvd., Huntington Lakey, 6220 Pacific Blvd., Huntington Lakey, G. St., Mayaii, Philippines—F. Herbert Lakey, 6220 Pacific Blvd., Huntington Lakey, 6220 Pacific Blvd., Huntingt

Summary of NAREB Membership by States

State	Number Boards	Active Members
State Alabama	8	324
Alabama	11	207
Arkansas	26	368
California	130	8,736
Colorado	16	816
Connecticut	19	627
Delaware	3	50
District of Columbia	1	267
Florida	49	1,441
Georgia	9	273
Hawaii	1	123
Idaho	11	168
Illinois	46	2,495
Indiana	41	1,431
Iowa	52	867
Kansas	25	636
Kentucky	8	363
Louisiana	7	338
Maine	4	123
Maryland	7	808
Massachusetts	23	1,715
Michigan	35	1,461
Minnesota	28	585 149
Mississippi	10	1,450
Missouri	9	1,450
Montana	16	456
Nebraska	2	62
Nevada	8	135
New Hampshire New Jersey	39	1,811
New Mexico	13	245
New York	48	3,147
North Carolina	30	535
North Dakota	4	79
Ohio	68	2,719
Oklahoma	25	630
Oregon	24	797
Pennsylvania	44	2,183
Rhode Island	3	131
South Carolina	10	229
South Dakota	10	161
Tennessee	7	360
Texas	52	1,811
Utah	4	165
Vermont	4	79
Virginia	1:1	450
Washington	24	957
West Virginia		318
Wisconsin		817 32
Wyoming	3	34
Alaska	1	1
Bahamas		81
Canada		2
France	-	1
Israel	· ·	1
Mexico	-	1
Panama	-	1
Philippine Islands		34
Puerto Rico	-	6
South America	-	2
	1,098	44,438

STATE OFFICERS AND ASSOCIATIONS

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President: J. J. Pierce, 3 South Court St., Montgomery. Executive Secretary: John L. Baswell, 215 Comer Bldg., Birmingham (3).

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resident: E. D. Keefer, 530 Lincoln Rd., Miami Beach (39). secutive Secretary: Mrs. Violet Dunham, 108 W. Ivanhoe Blvd., P.O. Box 205, Orlando, Fla.

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President: W. Sims Haynes, 144 S. Tannihill, Moberly, Executive Secretary: George W. Pilgram, Sr., Room 218 Schneider Bldg., 7th and Felix Sts., St. Joseph (8).

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President: Edward M. Ashton, Kearns Bldg., Salt Lake City. Executive Secretary: B. A. Weight, 321 Ness Bldg., Salt Lake City (1).

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President: Leslie W. Eastman, 410 Green Bldg., Seattle (1). Secretary-Treasurer: Lon Forbush, Roum 1502, 1411 4th Ave., Seattle.

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President: E. D. Hardman, 30½ Capitol St., Charleston. Secretary-Treasurer: George E. Thomas, 3 Washington St. W., Charleston.

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President: W. H. AuBuchon, 1006 Edgehill Dr., Madison. Executive Secretary: James J. Arnold, 606 W. Wisconsin Ave., Room 516, Milwaukee.

CANADA

CANADIAN ASSOCIATION OF REAL ESTATE BOARDS

President: Dean S. Mansell, 435 Howe St., Vancouver, B.C. Executive Secretary: H. D. Hood, 244 Bay St., Toronto, Ont.

License Law Officials

Following is a list of the thirty-seven states of the U.S. (plus D.C. and Hawaii), and four provinces in Canada which have real estate license laws, and the administering authority

ALABAMA

Geo. A. Thomas, Director, Alabama Real Estate Commission. State Capitol, Montgomery, Alabama.

W. M. Cox, Commissioner, State Real Estate Dept., Phoenix, Ariz.

W. A. Reed, Secretary, Arkansas Real Estate Commission, 708-9 Pyramid Bldg., Little Rock, Ark.

CALIFORNIA

D. D. Watson, State Real Estate Commissioner, 1021 "O" Street, Sacramento, Calif.

Geo. J. Baker, Secretary, Colorado Real Estate Brokers' Board, \$38 Majestic Bldg., Denver, Colo.

Frederick W. Kurtz, Chairman, Delaware Real Estate Commission, Delaware Ave. and Tatnall St., Wilmington 11, Del.

DISTRICT OF COLUMBIA

John A. Petty, Secretary, Real Estate Commission of the District of Columbia, District Bldg., Washington, D.C.

O. P. Swope, Chairman, Florida Real Estate Commission, Orlando, Fla.

L. C. Pitts, Commissioner, Georgia Real Estate Commission, State Capitol, Atlanta, Ga.

HAWAII

Edward A. Bolles, Dillingham Building, Honolulu, T. H.

Chas. Laurenson, Executive Secretary, Idaho Real Estate Brokers Board, State Capitol, Boise, Idaho.

ILLINOIS

Noble J. Puffer, Director of Depa/tment of Registration and Education, Springfield, Ill.

Robert M. Reel, Executive Secretary, Indiana Real Estate Commission, 1433 North Meridian St., Indianapolis, Ind.

IOWA

Earl A. Hart, Director, Iowa Real Estate Commission, State Capitol, Des Moines, Iowa.

Spencer W. Finney, Director, Kausas Real Estate Commission, Room B, Capitol Federal Bldg., Topeka, Kan.

H. Bemis Lawrence, Secretary-Counselor, Kentucky State Real Estate Commission, 1111 Kentucky Home Life Building, Louisville, Ky.

C. J. Brown, Secretary, Department of Occupational Standards. State Capitol, Baton Rouge, La.

MAINE

Kent S. Hassen, Chairman, Maine Real Estate Commission, 8 Harlow St., Bangor, Me.

Mathew A. Powers, Chairman, Real Estate Commission of Maryland, 535 O'Sullivan Bldg., Baltimore 2. Md.

Harold G. Groehn, Deputy Commissioner, Michigan Corpora-tion and Securities Commission, Bank of Lansing Building, Lansing, Michigan, in charge of Real Estate Division

John W. Hobbs, Secretary, 222 Monroe St., Jefferson City, Mo.

Marie M. Leslie, Deputy Real Estate Commissioner, Helena, Mont.

NEBRASKA

Ervin W. Luedtke, Director, Real Estate Commission, State House, Lincoln, Nebr.

Ray P. Smith, Secretary-Treasurer, 8 Arcade Bldg., Reno, Nev.

NEW IERSEY

M. P. Pringle, Secretary Director, Division of the New Jersey Real Estate Commission in the Department of Banking and Insurance, Trenton, New Jersey.

NEW MEXICO

Woodlan Saunders, State Bank Examiner, Administers, Santa Fe. N.M.

NEW YORK

A. S. Wechsler, Director, Division of Licenses, Department of State, Albany, N. Y.

L. F. Waldbauer, Secretary, Board of Real Estate Examiners, 407 Wyandott Building, Columbus, Ohio.

J. T. Frizzell, Secretary-Treasurer, Oklahoma Real Estate Commission, 804 Commerce Exchange Bldg., Oklahoma City, Okla.

Al. J. Crose, Real Estate Commissioner, 414 State Bldg., Salem. Oregon.

PENNSYLVANIA

D. E. Crosley, Deputy Supt. of Public Instruction, Bureau of Professional Licensing, Harrisburg, Pa.

L. D. Ransom, Administrator, Texas Real Estate Commission, Austin, Texas.

Milton H. Love, Director, Securities Commission, Dept. of Business Regulation, 314 State Capitol, Salt Lake City, Utah.

Howard E. Armstrong, Secretary of State, Chairman, Commission of Real Estate Licenses, Montpelier, Vermont.

VIRGINIA

E. H. Williams, Jr., Director, Virginia Real Estate Commission, Rm. 305, Finance Bldg., P.O. Box 1-X, Richmond 2, Va.

WASHINGTON

Robert L. Smith, Director. Department of Licenses, Olympia, Wash.

WEST VIRGINIA

J. Martin Watts, Secretary, West Virginia Real Estate Commission, Lewisburg, W. Va.

Elliot N. Walstead, Secretary, Wisconsin Real Estate Brokers' Board, 740 N. Plankinton Ave., Milwaukee 3, Wis.

Adolph S. Hamm, Chairman, Real Estate Board, Rm. 310, Capitol Bldg., Cheyenne, Wyo.

ALBERTA

J. A. MacPhee, Supt. of Insurance, Administration Bldg., Edmonton, Alberta.

BRITISH COLUMBIA

Stanley W. Taylor, Superintendent of Insurance, Parliament Bldgs., Victoria, B. C.

MANITOBA

A. B. Lawford, Registrar, The Real Estate Agents Act, The Mu-nicipal and Public Utility Board. 214 Law Courts Building. Winnipeg, Manitoba.

ONTARIO

The Registrar, The Real Estate and Business Brokers Act., 1946, Parliament Bldg., Toronto 2, Ontario.

COMMISSION RATES OF LOCAL BOARDS

Digest of Schedules on Sales, Exchanges, Leases, Appraisals and Management in Important Cities

ON THE pages that follow, the NATIONAL REAL ESTATE AND BUILDING JOURNAL publishes again its annual digest of real estate board commission rates on sales, exchanges, appraisals, leases and management in certain key cities. In general, the cities are those having a population of 100,000

While it has not been possible to include every detail of

rates schedules in this digest, it is believed that all essential provisions are accounted for. There are, in a few cases, digests of the rules having to do with leases, etc., these being included only where they have a direct bearing on the actual computation of commissions.

It is important to note that the rates given are recommended rates only.

DIGEST of BOARD COMMISSION RATES in CITIES OVER 100,000

AKRON

Sales

nproved Resid. Prop.—5% to 100 M; 3% on next 400 M; 2% on bal.; Min. \$100. arm Prop. (inclusive of improvements, tools, equipment, stock and furn.)—5%. Min.

ac. Lots & Sub. Tracts-20% on 1st \$250; 10% \$250 to 1 M; 5% over 1 M.

np. Bur. & Indus. Prop.—5% on 1st 100 M; 3% on next 400 M; 2% on bal.; Min. \$100. nimpro. Bus. & Indus. Prop.-20% on 1st \$250; 10% \$250 to 1 M; 5% over 1 M.

hort Term and Mo. to Mo. Resid.—5% of gross rent; not less than 50% lst mos. rent. Bus. & Com.—5% of gross rent; not less than lst mos. rent. eases 1 Yr. or More—5% 1st 20 M; 3% 20 M to 100 M; 21/2% above 100 M.

Appraisais

oard—Bus. Prop: \$50 to 5 M; \$2 per M or fraction thereof in excess of 5 M. Sub-stantiating detailed report 25% of appraisal fee. Resid. Prop: \$25 to 10 M. \$2 per M of fraction thereof in excess of 10 M. Sub-stantiating detailed report 25% of appraisal

Expert Testimony-\$50 per day.

esid. Prop.—\$2.50 per mo. per unit under \$25; 71/4% over \$26; Min. \$3. Sus. & Indus. Prop.-5% of mo. rent coll. Min. Mo. chge., \$2.

Office Bldgs .- By agreement Country Prop .- 10% rent coll.

ALBANY, N.Y.

Sales

City Prop.—(In Albany and in the terri. five miles over city line) 4 M or less; Min. \$200; 5% over 4 M and inc. 100 M; 3% on excess of 100 M; outside of above terri.; 7%, of 100 in. Min. \$200.

Farms & Summer Camps-10%; Min. \$200. Vacant Lots & Parcels of Land—10% up to and inc. 2 M; 5%, over 2 M; Min. \$100. Businesses & Leases—10%; Min. \$100. Exchanges—Same as for sales, paid by re-spective sellers.

Leases

All Types—Mo. to mo. or less than one yr. 5%, ½ of mo. rent, whichever is greater. 1 yr. or longer; 5%, 1st yr.; 4%, 2nd yr.; 3%, 3rd yr.; 2% ea. addi. yr.

Rules—1. If option to purchase is exercised, chg. reg. sales comms. less comm. coll. for unexpired portion of lease. 2. If renewal option is exercised, comm. for renewal period shall be due upon exer. of option.

Furnished Prop.—6 mos. or less. 10% of total rental over 6 mos. addit. 2½% of rent re-served.

Collections—5% of gross to 100 M; 3% on excess to and inc. 200 M; 2% on excess to and inc. 500 M; 1% on excess of 500 M. Repairs and Alterations—10% of amt. expensed.

ATLANTA, GA.

City Prop.-5% to 10 M; 3% on bal.; Min. \$50.

\$00.—I. If option consid. pd. but option not exer., agent receives ½ consid. but no more than comm. from a sale. If consid. for option is nominal or waived, agent receives

comm. by agreement. 2. Earnest money is held by speen, and should be appress, 5% of selling price. 3. Owner pays adv. unless otherwise agreed. 4. For architectural service, charge usual rates for this service. 5. For building fees, charge usual rates for construction service. 6. If prop. requires special effort or expense, may charge to

special effort or and the special effort or look.
Suburban Prop.—5%; Min. \$50.
Suburban By agreement, but not less than

10%.
rms and Acreage—10%; Min. \$50.
asseholds—Same as sales comm.
ock, Fixtures & Furnished Prop. — Same
as sales comm. on amt. rec. for both bldg.
& contents.

& contents. Exchange—Full comm. pd. by each party.

Lasses
Industrial (outside Met. Area)—Not less than 5%; Min. \$30, 500; Min. \$40, 500; Min. \$40,

renant and 5% of remaining mo. cost. tor managing.

Long Term Lease—2 and 3 yrs., 50% of 1st h.os., rent and 5% of bal.; more than 3 yrs., 1st mos. rent and 5% of bal.; to rent and 5% of bal. (On cancellation of lease, che. 5% on entire term. pd. by party served.) In no case shall include the proposition of the served of t

Approisals

Board—\$2 per M to 100M; \$1 per M over;
Min. \$30.
Expert Testimony—\$50 a day min.

Management See Leases, above.

BALTIMORE

Seies

Improved City Prop.—5% first 50M, 3% on bal, Min, \$5, rop. (any location)—10% on first 1 M, 5% on bal, Min, \$50.

Country Prop.—5%.

Farms, Resid, Waterfronts & Country Estate—Within 15 mi. of City Hall, Min, 5%; higher rates not exceeding 10% on lat 5 M and 5% on bal, Beyond 15 mi. of City Hall, 10%, if agreement for payment of such 10%, if agreement for payment of such 10% on bal, plus reg, comm. on rent for unexpired lease assumed by purchaser.

Exchanges—Full sales comm. pd. by each party.

party.
"Note — Where property is subject to ground rent, add to the commission produced by the foregoing rates an amou equal to one-half the annual ground rent.

Legues

Short Term—Less than 1 yr., 6/10 of 1st mos. rent: more than 1 yr., the following rates apply to average annual rental: 1st year, 5%; 2nd, 3%; 3rd, 3%; 2% per year there-

Percentage-Same as short term; 2% after

Munagement
Resid. Prop.—Multiple devellings having no
more than 3 units, 5% (min. mo, chg. \$1 on
any one tenant); for procuring new tenants,
6/10 of lat mo. rest. Multiple dwellings and
aps. containing from of the filter containing
10 or more units \$100 per annum); for procuring new tenants, 3/10 of lat mo. rest.
Apt. bldgs. containing more than 50 units.
9%, including procuring new tenants at.

classes, weekly rental prop. 10% including procuring new tenants.

procuring new tenants.

w. Frop.—For management of and/or coll.
of rents, 5%; for procuring tenants, 6/10
of Ist mo. rent. (By agreement management
fee will be reduced to 3% where size of
rental list justifies such reduction) and the
charges for procuring tenants may be reduced to ½ of the rates.

BIRMINGHAM, ALABAMA

Seles

Improved City Prop.—5% to 25 M; 3% over 25 M; Min. \$50.

Unimproved City Prop.-5% to 10%. Subdivisions—By agreement.

Acreage & Farm Prop .- 5% to 10%. Industrial Prop.-5% to 10%.

Eachanges—Full sales comm. pd. by each party. (By agreement, min. comm. equal to full comm. on highest priced prop.). (Monthly rents under \$15, and weekly reals under \$15

Comm. Prop.—5% as rent collected on rent-als over \$25 per mo.: 10% on rentals \$25 per mo. and under: if cash 2½% of total rent, provided such cash does not exceed sale comm. Under cash settlement agent relieved of coll. and mgmt.

relieved of coll. and mgmt.
Apt. and Resid.—Monthly rest of \$25 or less
—10% as rent coll. Monthly rent over \$25
—5% as rent collected for mgmt. and coll.
plus cash brokerage of \$% of total rent
first year: \$25 second year; 1% each subsequent year. For renewal at \$% as rent collected
for 1 year renewal and for longer case 2%
first year and 1% each subsequent year.
Monthly Lease—Regardless of class of prop.
10% as rent collected.

Official Board Appraisals

Price is quoted upon request after analyzing purpose of appraisal and amount of work involved.

BOSTON

Sales

5% up to 100 M; 3% on the next 150 M; and 2% on the balance of price (except as follows); Min. \$100.

Outside of Boston Suburbs, Single Residences Only—6% up to 10 M and then as above. Min. \$100.

Industrial Property-5%, Min. \$100. Farm or Land-6%, Min. \$100.

First Mortgages and Construction Loans-1%. Min. \$25. cond Mortgages-2%, Min. \$25.

Commissions as above, paid by both parties.

Business Premises—5% of rent for first year, 4% of rent for second year, 2% of rent for third and fourth years, and 1½% of rent for balance of term. Min. \$25. Less than one year or tenat-at-will: 50 % of one month's rent Min. \$25.

Industrial Property—6% of rent for first year, 3% of rent for the next nine years, and 2% for the balance of the term. Min.

\$25.
Less than a year, or tenant-at-will: 50% of one month's rent. Min. \$25.
Land or Farm-6% of total rent. Min. \$25.
Less than a year, or tenant-at-will: 50% of one month's rent. Min. \$15.

tesidence or Apartment—5% of the rent for the first two years, and 3% of the rent for the balance of the term (except as follows):

Term less than one year: Total rent 2 M or more. 5%: total rent less than 2 M, 10% or one-half a month's rent, whichever is less, but not to exceed \$100. Min. \$25.

Outside of Boston Suburbs, Single Residence Only-5% of rent for a year, or season: 5% of the rent for the second year, and 3% of the rent for the balance of the term, but not less than 50% of one month's rent. Min. \$15.

Tenant-at-will: 50% of one month's rent.

(Unless otherwise agreed)

On Cost of Improvements (not repairs) supervised by Agent-5%.

On Cost of Repairs (only when specifically agreed to)-5%.

BRIDGIPORT, CONN.

Improved City Prop .- 5%; Min. \$100. Unimproved City Prop.-5%; Min. \$50. Country and Shore Prop.-5%; Min. \$100. Acreage and Farm Prop. (City)-5%; Min. \$100.

Industrial Prop .- 5%; Min. \$200.

Exchanges—Each owner pays reg. sales rate plus expenses.

Leases

Short Term-To 1 yr., 5%; Min. \$10.

Long Term—5% on list yr., comm. on bal. Residential property 5% list yr.; 5% 2nd yr. or list renewal and 2% thereafter. Business property 5% list yr.; 2% 2nd yr. and thereafter. Where comm. in more than 5% on value of prop., consider as a sale at 5%. (Note: Above rates on asles & leases are min. rates, sub), to increase if extraordinary circumstances necessities same.)

Rules—1. If option to purchase exer., chg. reg. sales comm. 2. If renewal privilege exer., chg. reg. comm. for entire term.

Approisals

Board-\$50 to 5 M; \$3 per M over.

BROOKLYN Sales

City Prop.—(Except waterfront or industrial, hotels, theaters, concessions, amusement enterprises and institutional properties)—5% up to 50 M; 2½% on excess over 50 M. Min. mimproved prop. \$100; improved prop. \$200.

Waterfront or industrial, hotels, theaters, concessions, amusement enterprises and institutional prop.—5%.

Short Term—Dwellings, Apartments all classes not specifically provided for: 1 yr. or less—5% of annual rest; Yurnished Houstess—5% of annual rest; Yurnished Houstess—15% of the second second

Long Term—Dwellings, Apartments all clauses not specifically provided for: 5% of 1st yr.; 2½% of 2ad & 3rd yrs.; 1% on 8al. to and incl. 10th yr.; more than 10 yrs.; 1½% — 1-21 yrs.; ½% of 1% — 22-50 yrs.; 1½% of 1% on bal., Waterfront — 5%; Industrial, 15% of 16, Waterfront — 5%; Industrial, 15% of 16, Waterfront — 5%; Industrial, 15% of 16, Waterfront — 10%; Industrial, 15% of 16% on balance; Min. \$10.

Rules—1. On percentage leases, chg. comm. on specified min. for entire term plus rep. on the end of the same of

ndividual—1/10 of 1%, Min. fees: Vacant lots 20x100 ft., 1-3 lets, \$25; Each addit. lot, \$10; 1 or 2 family houses, \$25; Bus. or apts., 8 units or less, \$30; more than 8 units, \$30.)

units, poor, Office bidgs., acreage, com acreament. waterfront prop., hotels, intry resid., etc.—By special

ard-Fees on application.

Munupement

All Clauses of Ran Essane—On gross collections up to and incl. 100 M annually, 5% on and 4 M; 5% on bal. On coll. exceeding 100 M, 25% on excess up to and incl. 200 M; 1% on excess up to and incl. 200 M; 1% on excess up to and incl. 200 M; 1% on excess up to and incl. 200 M; 1% on excess up to and incl. 500 M; 1% on excess over 500 M. In buildings where no written leases are made, min. 5% of commissions—On restalls: Furnished Houses or Apartments, 5%; Waterfront, 5%; Industrial, Hotels, Thesters, Concessions & Amusement Entryprises—5%; of 1st 3 yrs.; 1% on bal. to & incl. 10th yr. property—5% of 1st yr.; 25% of 2nd & 3rd yrs.; 1% on bal. to & incl. 10th yr. More than 10 yrs.; 11% 11%—12 yrs.; 1% on bal. 10 If—22-30 yrs.; 1/16th of 1% on bal. Full "rettall grown of 5% of "management" rate to managing agent. On renewals—5% of rate for rentals under "management" schedule.

BUFFALO

Impr. City Prop.—5% to 20 M; 4% next 80 M; 3% bal; min. \$100. Unimpr. City Prop.—5% Min. \$40. Suburbas prop. (The metropolitan district includes the following townships including any incorporated willages therein; Tomawands, and the following townships including any incorporated willages therein; Tomawands, and the following townships including any incorporated willages therein; Tomawands, and the made for securing tessant where art, has chg. of prop. and collects reait.) Park and Hamburg. 3%. Seneca, Orchard Vacant Lets, Acreages & Farms—5%, Min. Industrial—5%.

Industrial—5%. Stock & Pers. Prop.—10%.

Full comm. pd. each party.

Laures

Resid.—Less than 10 mo; ½ 1st mo. rent; Over 10 mo. to 2 yr., 5%; 3%; 3rd yr.; 2% th & 5th yr.; 1% over 5 yr. Bu. Ground & Ind.—5% 1st 2 yrs.; 3% next Dy. to renew-chg. reg. comm. on extension based on date of original lease. If op. to pur eser., chg. sales comm. less comm. unexp. term. Percentage Leases—5% min. rent 1st 5 yrs.; 2% bal. & comm. on add. rent as due; if no min. guar., chg. 5% total rent as due.

Resid. 1 to 4 Fam. (individually)—not less than 6% coll. Bus.—5% when annual gross does not exceed 3 M. Excess by agreement.

CAMDEN, N.J.

Sales

Improved & Unimproved Prop.—(Incl. farms)
Min. 5%. (Unimproved scattered suburban
lots, 10%.) Min. comm. \$50.
Exchanges—Full comm. pd. by each party.

Short Term-Mo, to mo., $\frac{1}{2}$ of 1 mos. rent. For 1 yr. or less, other than mo. to mo., 5% (provided not less than $\frac{1}{2}$ of 1 mos.

rent.)
Long Term-Over 1 vr., 5% of gross rent for 1st yr.; 3% of 2nd yr., 2% on bal. Rules—1. If op. to pur. is exer., chg. full sales comm. 2. Op. of renewals, rate by special

Board—\$25 to 5 M; Over 5 M, \$25 for 1st 5 M, \$1 per M on bal. Leaseholds, \$1 per M, Min. \$100. (Appraisals for government or institutions, by agreement.)

Collections-5%. \$1 per mo. mis., except private garages.

agement-5 % of mo. rent in addit. to for collecting rents.

Supervision of Remairs—(Where no prop. mgt. fee is pd.), 10% of cost.

CHATTANGOGA, TENN.

Sales

City & Suburban Prop.—5% to 25 M; 3% on bal. (Comm. on all deals, if not otherwise agreed to, handled by two agents jointly, shall be 50% to selling agt. and 50% to agt. of owner.)

Vacant Lots-10%. Min. \$50. Farm Prop.—By agreement. Not less than double the amount charged for sales of city or suburhan property.

Exchanges—Full commission on the value of each property involved.

Logges

Less than one year; one-half first month's

For one to three years on property resing from \$12 to \$100 per moath; 4% the gross amount of the rent for the whoterm of the lease.

For any period exceeding one year more than \$100 per month; 3% cash of the gross amount contracted for, includi-taxes, insurance and percentage of sal-paid by the tenant,

Renewals, extensions, options and new leases carry same rates for leases as above. When commissions are paid in install-ments; 5% of the monthly rental,

Apprehents

Due to the varied character of appraisals required by clients no set fee schedule is suggested. Fees for value appraisals or detailed appraisals to be arrived at by agreement.

Where two appraisors are desired charge should be 50% more than for and the total fees to be divided between the Realtors.

Customary Charges

Improved City Prop.—5% to 250M; 3% above, \$100 min. (Sales price includes equity plus encumbrances.)

Unimproved City Prop.—10% to 10M; 5% above. \$100 min.

Country Prop.—5%; \$100 min.

Subdivisions—By agreement, Acreage and Farm Prop. (City)—5%; \$100

Leases and Leaseholds—Same as for gross and net leases plus 4% of any cash pd. for lease hold interest.

Industrial Prop.—5%; \$100 min. ("Built suit" deals, 5% of combined value of in Fixtures, Merchandise, Etc.—10% to 1M. 5% on bal, in addit, to any other compensa-

Exchanges-Full sales comm. pd, by each

party.

Sale of Stock—Full comm. on pur. price of stock of R.E. Corp. or Trust. Encumbrance, including delinquent taxes is added to purchase price for computing comm. in same proportion that total stock bears to that sold.

Short Term Resid., Bus., and Ground—To 6 mos., 7% on 6 mos.; 6 mos. to 1 yr., 7% on 1 yr.; except on furnished apartment leates, for which charge is 10% of total rental reserved in leate. Min. \$25.

rental reserved in lease, Min. \$23.

Long Term Lease—1-6 yrs., 7% lat yr. ½ of 101a 1/6 each addit. 6 mos. or fraction thereof. except on furnished apartment leases for which charge is 10% on lat yrs. rental, plus which charge is 10% on lat yrs. rental, plus 5 mos. or fraction thereof. For graduated rentals the average yrs. rent is used as basis of computation. 6-25 yrs., 2% of total rental reserved in lease. More than 25 yrs., 30% of an amt. equal to aver. yearly rent for entire term of lease.

Net Leases—3% of total rental reserved in lease, not to exceed 75% of an average annual rental for entire term.

Rules—I. Addit, renewal comm. is difference between comm. on entire period, incl. extension, and comm. already pd. 2. On cascadiation, when the bear was hight to cancel and the state of t

pard—\$100 to 10M; \$5 for each \$2,500 over 10M to 100M; \$5 for each \$5,000 over 10M M. Additional fee for enrospective ap-praisals and special purpose properties. One partial interests, charge is based on value of entire property of which partial interest forms a part. Min. \$100.

For resid, management, exclus, of renting and leasing, not less than 4% of gross mo. ne-Full comm. on rentals; reg

income.

Commission—Full comm. on rentals; reg. rates for renewals.

Berop. Magn. elanes, for gross mo. income man. Frop. Magn. elanes, for renewals.

Industrial Prop. Magnt.—5% of gross, rest same. On both, addit, space takes comm. rate as if to new tenant.

Combined Magnt., Renting and Leasing—Not less than 6% of gross mo iscome. Min. Magn. Mag

CHICKINATI

Sulas Improved City Prop.—5%; Min. \$100 Unimproved City Prop.—5%; Min. \$100 Unimproved City Prop.—5%; Min. \$100. Exchanges—Full sales comm. pd. by each

Short Term—1 yr, or less, 5%. (For securing tenant without lesse, ½ of lat most, remt.) Long Term Lease—1 yr, and less than 22 yr., 5% lat yr.; 3% on bal.; 3% on renewalt. Perpensal Leases or Lease Leager Than 25 Yr.—3ame as sale. (Where there is no op. oper, and no price stand, value is based on the property of the period of ever, annual rent at 5% of 10 period of ever, annual rent at 5% of 10 period of ever, annual rent at 5% of 10 period of ever, annual rent at 5%.

Apprelents

Board—\$25 base fee; \$2 per M to 500 M;
\$1 per M on bal.

CLEVELAND (Rates in process of revision) Seles

Resid. Prop. containing 3 family units or less, 5%. Min. comm., \$100. Resid, prop. containing more than 3 family units: on first 50M, 5%; on bal., 3%. Min. comms., \$100.

Louses, Sub-leases or Rentals

All resid, prep., furnished or unfurnished 5% of the total rent for the term or ½ the first month's rent, whichever is greater Min. comm., \$25,

Sales, Leases and Sub-leases

Vacant lots; acreage; farms; warehouses; in-dustrial, manufacturing, distributing and loft buildings; automobile sales; service and gas stations; parking lots; schools: churches; resorts; and to courts; drive-in movies; drive-in resturants; golf courses and other special purpose properties, 9% Min. comms. On sales of less than \$1.500, \$100; on sales of \$1.500 to \$5,000, \$150.

Office Buildings; Hotels; Theatre Buildings; Stores—(a) Sales: On first JOM, 5%; on bal., 3%. Min. comm. \$100. (b) Leases and sub-leases: On first 20M, 5%; on next 80M, 3%; on bal. 2½%. Min. ½ of one month's

Subdivision Sales Contracts-Comm. rate by agreement.
All types of real estate, or interests in real estate, not specifically mentioned herein: Comm., 5%. Min. comm., \$100.

COLUMBUS

Seins

All Types of Prop.—5% on 1st 100 M; 4% on bal, Min. \$150.

Vacant Love-10% on 1st \$300; 5% above \$500; Min. \$30.

Leane & Leanholds—Reg. lease comm. plus asles comm. on bosus.

Exchanges—Pall comm. pd. by each party.

Bus., Charteis, Ezc.—10% to 10 M, and 5% on bal.—Min. \$100.

Short Term—Less that I \(\tau_t\), \(\frac{1}{2} \) is a mo. cent; \(\text{Min. 310 resid., 422 bos. \)

\(\text{Min. 310 resid., 425 bos. \)

\(\text{Min. 310 resid., 425 bos. \)

\(\text{Min. 310 resid., 425 resid.

Resid. & Bus. Prop.—Not less than 5% no more than 10% of gross receipts. Agt. ma-chg. for maintenance and repair disburse.

ents. cellation—50% of mg:. (ee for une ng & New Tenants-Reg. Comm.

DALLAS, TEXAS

Seles

Bus. & Resid.—5% to 100 M, 2½% on bal. Min. \$25. Exchanges—5% on larger annt. pd. by both parties as follows: each party paying ½ comm. due on smaller prop., seller of larger prop. paying bal. Sale of Lease-Rog. lease comm. on mea pired portion of lease; plus sales com m. on any addit. consid. pd.

Short Term—I or 2 yr. isase, 5%. Long Term—3 yrs. 4½%; 4 yrs. or 5 yrs. 4%; 2nd 5 yr. period, 3% of 2nd 5 yrs gross rental; 3rd 5 yr. period, 2½% of 3s 5 yrs. gress rent; above 15 yrs., 2% of test gross rents

5 yrs., gross reast; above 15 yrs., 2% of total gross rental.

Julea:—1. A lense comms. is psynble by Lesser in cash when loase is cloned, unless otherwise agreed in writing. 2. In case of percentage leases, comm. on all guaranteed rents is to be pd. when lease is closed, and rental in the pd. when lease is closed, and many control of the pd. when lease is closed, and many control of the pd. when lease is closed, and the pd. when the pd. where there is no fixed min. rental it shall be estimated by the parties for purposes of figuring case formed min. rental it shall be estimated by the parties for purposes of figuring case on save lease had been made for that period time. (For purposes of comm. dis, where a lease contains a ranewal op., town the control of the period of time. (For purposes of comm. dis, where a lease contains a ranewal op., to had been made for that period of time.) A been leased common. On the rent period of time. S when Lessee had been made for that period of time. S when Lessee had been made for that period of time. S when Lessee for the period of time. The period of time. The period of time. The period of time. S when Lessee faul length of lease; but where Lessee had of op., with agreement that addit, comm is to be peld later, if teamat continuous to occupy prop. after that date. (6 When purpose of the period of the period of these used.)

Manuagement

Rental Collection Resid. prop., 5-10% de-pending on class; bus. prop., 5%.

DAYTON

Seles-Exchanges

Improved Prop.—5%, Min. \$100, Vacant Lots—5%, Min. \$50,

Farm or Out-of-Town Prop.—5%. Min. \$100. Bus. Propositions—10%. Min. \$100. Bus. Inpus. Indust. Prop. turned for mig. storage Be-tage. Indust. Prop. turned for mig. storage Be-Even Eachanges—Owner of each prop. pays 1% less than standard sales charges. Uneven Eachanges—Same as above except owner of larger pays standard sales chig. Co

Resid. and Apt. Prop. Leases.—5%. Min. ½ lst mos. rent. Stores and Bus. Prop. Leases—Not over 20 yrs., 5%. Over 20 yrs. capital, aver. annual rental at 6% and chg. on basis of sale of

impr. prop.
round Leases—Same as stores and bus, prop.
dust. Prop. Leases (used for mfg. storage
and jobbing—Not over 20 yrs., 5%. Over
20 yrs., capital. aver. annual rental at 5%
and charge on basis of sale of impr. industr.

Finding Monthly Tenant-1/2 1st mos. rent. Min. \$10.

Management

Resid. and Bus. Prop.—Securing tenant, ½ reg. renting clp. Renewals, no clsg. Coll. of rents—\$20 or less per unit, 10%; \$21 to \$30 per unit per mo., 9%; \$31 to \$39 per unit per mo., 9%; \$31 to \$39 per unit per mo. 9%; \$31 to \$39 per unit per mo. on weekly collections, 10%. Vacant Prop.—2%; \$9 of taxes.

Repairs and Alternitums—More than ordinary, 10% on amis. to \$500, 5% on bail.

For at least by r. For cancellation of contract, 50% of mgmt. fee shall be chgd. for at least by r. For cancellation of contract, 50% of mgmt. fee shall be chgd. for outerpired term, based on gross income at time of cancellation and payable at time of cancellation and or gross income accomm. to be pd. on renewal or entension and/or sp. to pur, usual comm. to be pd. on renewal or entension and/or sp. to pur, usual comm. to be pd. on renewal or entension and/or sp. to pur, usual comm. to be pd. on renewal or entension and/or sp. to pur, usual comm. to be pd. on renewal or entension and for sp. to pur, usual comm. to be pd. on renewal or entension and for sp. to pur, usual comm. to be pd. on renewal or entension and for sp. to pur, usual comm. to the pd. on unused partion of lease.

Appreciates

Board-Contact board secretary for estimate.

Expert Testimony-\$50 per day or any part
thereof.

DENVER

City Prop.—5%. Min. \$30. Subdivisions—10% Min. Seconds and Parm Prop. in City—5%; Min. Leaseholds—Chg. for unsays. term as for new lease, plus reg. sales comm. on addict. and consid. pd. as benus or for improvements. Sachanges—Full sales comm. pd. by each

Monthly Tenancy—50% of list mos. rent-applies to all types prop. (Coil. of rents, 5%; Min. &2 per mo.). (Coil. of rents, 5%; Min. &2 per mo.). (Long Terms—To 10 yrs., 3%; Min. 50% of list mas. rent; above 10 yrs., 1% on each addit, yr. until equal to sales comm.; 99 aver. annual rent at 5%; (Office bldgs., farms and resorts excepted.)

Percontage—Comm. on perc. rent above min. rent, at reg. lease rates.

Rent at reg. lease rates.

La transport of the comm. and comm. and comm. and comm. and comm. and comm. pd. 3.

If pure op. is exer., comm. is difficult rentered privilege it ser, chig. comm. on the tween reg. sales comm. and comm. pd. 3.

If renewal privilege it ser, chig. comm. on comm. of comm. and comm.

Appraisals

Denver Board of Realtors Appraisal Advisory Committee recommends members to make

appraisals.

Expert Testimony—Condemnation com. \$50 a day; other courts \$100 a day.

DES MOINES, IOWA Seles

Impr. City Prop.—5%. Min. \$100.
Unimproved City Prop.—71/%; Min. \$100.
Parm Prop.—96; Min. \$2 per acre or \$100,
Acceage—Same as city prop.
Farm Prop.—56; Min. \$2 per acre.
Lasses and Lesscholds—Chg. for unexp. terms as if see lease, plus reg. sales comm. on addit. cash bonus.
Exhausell Lasses comm. pd. by each party.

Resid. Prop.—5% of gross; Min. \$10.

Bus. Prop.—1 to 3 yrs., 3% gross. Min. 1 mos. reat.; 3 to 10 yrs., 3% gross. Over 10 yrs. add 1½ gross restals.

Care Term.—2/2 lst mos. rent; Min. \$25. Long Term. Leases—Resid., 5%; Bus., 5% to 10 yrs., 3% on bal. Ind. Prop., same as Bus.

loard—35 per M to 5 M; \$4 per M, 5-10 M; Board—350 to 25 M; \$100, 25 M to 50 M; by season's rent, Min. \$25. \$45 per M, 10-25 M; \$2 per M, 25-100 M; agreement on bal.; Min. \$30. \$45 per M above; Min. \$25. \$45 pe

ollections—Single & duplex resid., 10%; apts., 7½%; bus. & farm prop. by special agreement.

DETROIT

Sales

Impr. City Prop.—3% to 25 M; 3% on bal.; Min. \$100. Min. \$100. Unimpr. Gity Prop.—5%; Min. \$100; os \$300 or less, Min. \$50; \$500 to \$1000 Min. 10%. Leases and Leaseholds—10% of considints, equal to lease comm. on unexp. term. Indust. Prop.—9%.
Stock, Fixtures and Fersonal Prop.—10%. Exchanges—Full comm. pd, by each party.

Short Term Resid .- (1 yr. or mo. to mo.) 1/2

Short Term Resid.—(I yr. or mo. to mo.) ½

1 mos. rest.

1 mos. rest.

3 mos. rest.

3 mos. rest.

3 mos. rest.

5 mos. rest.

6 mos. rest.

7 mos. rest.

7 mos. rest.

8 mos. rest.

9 mos. rest.

10 mos. rest.

Appreisals

Board—\$50 to 5 M; \$100, 5 M to 15 M; \$2 per M, 15 M to 300 M; \$1.50 per M, 50 M to 15 to 500 M; \$1.50 per M, 500 M to 500 M; \$1 per M to 500 M; \$1 per M, 15 M to 300 M; 75e per M, 500 M to 500 M; 50e per M on bal.

DULUTH

Sales

Bus. and Resid. Prop.—5% on 1st 100 M; 3% bal. Min. \$100. Sub. Acreage, Vacant Lots and Dock Prop.—

5ub. Acreage, 10%.
Exchanges—Reg. comm. on combined value of prop. to be pd. by parties making ex-

-5% total rental, min. one-half 1st

Resid.—9% total rentat, mm. occurat.
ma. rest.
Bus. Prop.—5% lat yr., 3% next 9 yrs., 2%
bal. of term. Over 30 yrs. chs. reg. sales
comm. on value determined by capital,
for lat 10 yrs., whickever is higher, adding to said value any bonus.

To \$2,500, \$25: Over \$2,500 to 5 M, \$40; 5 M to 10 M, \$50: 10 M to 25 M, \$60; over 25 M up to 100 M, \$1 per M, Min. \$60.

Management

Collections—All prop. on which annual rentals do not exceed 5 M, not less than 5%; and the collections of the collection of th

Coll. Fees-5% Min. (Add. chg. for special services.)

EL PASO, TEXAS

Bus. and Resid. Prop.-5% of sale price. Min. \$25.

kchanges—One comm. on larger amt. pd. by both parties. Each party pays 21/2% of smaller amt. and seller of larger amt. 5% on difference.

5% of total gross rental 1st and 2nd yr.; 4½% 3rd yr.; 4% 4th and 5th yr.; 3% 2nd 5 yr. period; 2½% 3rd 5 yr. period; 2% 15 yra. and above.

Renewals—Same rate as though lease covered full term and to be pd. at time of renewal. Farm Leases-Min. \$100. Excess by agree-

Rental Coll.—Resid. prop. 5-10% depending on class. (60% of 1st mos. rent chg. when owner collects rent). Min. comm. \$1 on each rental per mo.

ERIE, PA. Sales

Impr. City or Sub. Prop.—5%; Min. \$100. Vacant Lots or Accesse—10% on 1st 2% M; 3% above 2% M. Min. \$3,5% above 2% A. Min. \$3,5% above 2% M; Signapu—Ful Comm. charged both parties.— M. Min. \$210. comm. charged both parties.— Butteen—Stock and fixtures, 10%. Min. \$100.

esid.—½ of 1st mos. rent for 1st yr. or less, plus 2% on term of lease over 1 yr. Min. \$10. Renewals, ¼ of 1st mos. rent; Min. \$5.

\$5. mmmercial—I yr. or less, 5%. Min. ½ of lat mos. rent (not less than \$25). Over l yr. 5% lat yr. plus 5% eart 4 yrs., 2% each remaining yr. If lesse contains op, to pur or randwal, prevailing few when op, is eter, of the contains of the provided of lesse when Lesse purchase property.

Appraisals
oard—To 5 M, \$25, 5 M to 10 M, \$35. Over
10 M \$1 per M. Appraisals at different periods, full sched, fee chg. plus ½ for earlier

Coll. of Rents-5%. Min. \$1 per mo. for each

FALL RIVER, MASS. Sales

Bufes

On sales (except as below) of 50 M or less
5%; from 50 M to 100 M inclusive 4%,
15%; from 50 M to 100 M inclusive 4%,
15%; from 50 M to 100 M inclusive 4%,
15%; from 50 M to 100 M inclusive 4%,
15%; from 50 M to 100 M inclusive 4%,
15%; from 50 M inclusive 4%,
15%; from

on monthly rental \$50 or less—10%. 7½% on balances between \$50 and \$100 and 5% on all balances over \$100, Min. \$5. hweekly rental amounting on an annual basis to 10 M or less, including supervision of minor repairs (not improvements)—10%. Over 10 M, 5%.

On cost of improvements (not repairs) supervised by Agent-5%.
On cost of repairs, only when specifically agreed to-5%.

Logies

BLIZABITH, N.J.

Sales

Impr. City Prop.—5%.
Vacant Land—10% ist \$2000; 5% above \$2000.

Farms—10% plus add. chg. for unexpired term of lease.
Leaseholds—Same as real estate according to class.
Ind. Prop.—5%.
Leases

Short Term—½ ist mos. rent; Min. \$25.
Long Term Leases—Resid. 5%; Bus., 5% to 10 yrs., 3% on bal. Ind. Prop., same as Bus.

On summer or seasonable property-10% of season's rent, Min. \$25.

FORT WATNE, IND.

-5%. Min. \$100. Impr. City Prop.-Unimpr. City Prop.—10% on 1st M; 5% on bal. Min. \$50.

Sub. Prop. (except farms)—5%. Min. \$100. Farms—5%. Min. \$200. Merchandise—5%. Min. \$100.

Exchanges-Same as cash sales.

Short Term—To 3 yrs., 5% total.
Long Term—1 to 10 yrs. 5% total.
Long Term—1 to 10 yrs. 5% total.
3 yrs., 5% on lest 5 yrs., 5% on lest
3 yrs., 5% on next 7 yrs., and 2% on remainder; over 15 yrs., 5% for lest 3 yrs.
3% for next 7 yrs., 2% on next 5 yrs. and
1% on remainder. Chg., shall not exceed comm. due if prop. were sold at price equal to capital. at 5% of created by dividing total rent in lease by number of years covered. Comm. are cash when lesses are signed.

Rent Call.—Resid. Prop., 10%; Bus. prep., 10%; over \$30 per mo., 25/50 on bal. Min. \$11 per mo. Mo. to mo. ½, 60 lat mos. rest. Min. \$7.50 Comm. not to exceed 1st mos. rent. Resid. Collection—96. Min. \$1 per mo. Offices—60% of rent. Comm. to entail initing fee to be subtracted from 40%. Repairs and Management—10% of cost.

nual Leases-5% of annual rent.

oard—Imp. Prop. \$1.50 per M or fraction thereof up to 100 M. Over 100 M \$1 per M for first 100 M and 50c per M or any fraction thereof for any amount in excess of 100 M. Minimum \$25.

oard—Vacant Prop. \$1.50 per M or fraction thereof up to 100 M. Over 100 M \$1 per M for first 100 M and 50c per M or any fraction thereof for any amount in excess of 100 M. Minimum \$15.

FORT WORTH, TEXAS

Resid. and Bus. Prop.—5% up to 100 M; 2½% over 100 M. Min. \$25. Ranches—5%. Min. \$25.

5% of total gross rental up to 2 yrs.; 4½% up to 3 yrs.; 4½% up to 5 yrs.; 5½ up to 5 yrs. growth 2 yr. period; 2% beyond 15 yrs. Regular cosmmon percentage leases on guaranteed rental plus 5% on all excess as paid.

5% collection comm. on bus. and high class resid. prop.; 10% on less desirable resid. prop.

Approisals

Board- \$2 per M up to 100 M. \$1 per M in excess of 100 M. Min. \$30. Expert Testimony-\$25 per day.

GARY, INDIANA

-5% on 1st 50 M, 3% on bal. Unimpr. Prop.-10% on 1st M and 5% on bal. Min. \$25.

GRAND RAPIDS, MICH. Sales

Impr. City Prop.—5%. Min. on sales to 1 M, the Min. is \$50, on Impr. City prop. Unimpr. City Prop.—Same as above. Acreage, Farm Prop.—5%, min. \$100 Eachanges—Full sales comm. pd by both parties.

Short Term-Mo. to Mo., 1/2 1st mos. rent; 5% for 1 yr. Long Term Leases-5% for 1st yr., 24% for 2nd yr.: 1% on bal.

Same comm. as in Leases, above. Collections-Min., 5% of rentals. Supervision Repairs-10%. General Care of Prop .- Min., \$6 per annum

Exchangeo—Same as sale, each party paying reg, comm. Division—When sale or lease of property is listed with board member and made by another board member with consent and assistance of fermer, equal division of comm: shall be made, unless otherwise motually

agreed.
A division of com. shall not be made by an active member with anyone who is not regularly engaged in real estate business.

Appraisals Board—Min. Single family and vacant res. \$25; other \$35 min.; \$2 per M to 50 M; \$1.50 per M next 50 M; \$1 per M on bal. Expert Testimony—Min. \$50 per day.

KNOXVILLE, TENN. Salas Impr. City Prop.—5% to 13 M; 3% above; Min. \$50. Vacant Lots—10% to 1 M; 5% above; Min. \$23.

-5% above 2 M; Min. \$100.

Louid.—10% to \$20; 71/9% \$20 to \$30; 5% above \$30. For securing tenant and not handling rents, 50% 1st mos. rest. tepairs—10% to \$250; 5% above.

LITTLE BOCK, ARK.

Sales Indus. and Bun. Prop.—5%. Resid. Prop.—Impr.—5%. Min. \$100. Resid. Prop.—Unimpr.—10%. Min. \$30. City Subdivision—By agreemant. Suburban Prop.—10%. Farma—10%.

Approbals

LONG BEACH, CALIF. Sinfes City and County, Impr. or Vacant — 5%. Min. \$50. Exchange—5% of full value of each prop.

Leases Impr. or Vacant—I yr. 5%; 2 yr. 4%; 5 yr. 5%; 23/% up to 10 yr. and 2% from 10 yr. to 25 yr. Mia. \$25.
Indust. and Manuf.—I yr. 5%; 3 yr. 4%; 5 yr. 3½% plus 2½% for 2nd 5 yr.

Honeysmant Resid. Prop .- 5% of rents collected. Min.

pard—\$25.00 on all appraisals, plus \$2.00 per M of valuation to 100 M; \$1.00 per M up to 200 M. Over 200 M and involving many units — special agreement.

HARTFORD, CONN.

Leases

Short Term-Bus, & Resid. prop. 1/2 of 1st mos. rent for 5 yrs. or less. Min., 5% gross

rent.

Munupament
Resid. or Bus. Prop.—Territory I, 10% to \$100 per mo. 8% from \$100 to \$200; 5% over \$200 per mo.
Rent. Cell. Only—5% over \$10 per mo.

Appraisals Soard-By agreem

HOUSTON

Seles

Impr. City Prop.—9% to 100 M; 2½% on bal., min. \$25. Unimpr. City Prop.—5% to 100 M; 2½% on bal., min. \$25. Acreage, City and Suburban—5% to 100 M; Acreage, City and Suburban—5% to 100 M; Country Prop.—10%. Country Prop.—10%. Country Prop.—10%. Resid. 10%.

Resid. 10%. (Securing permits \$25; securing railway spur tract franchises, \$50.) Eachanges—Each party pays ½ the commis-sion on smaller amt, owner of larger prop. pays full comm. in addit, on excess in value of larger prop. over smaller.

Leaves

Lenses

Long Term —50% of 1st mos. rent.

Long Term Leases—To Z yrz., 5%; 2-3 yrz.,
5%; 1st 2 yrz., 4%; next 3; 5-10 yrz., 5%;
1st 2 yrz., 4%; next 3; 5-8 next 5; 10-13 yrz.,
5%; 1st 2 yrz., 4%; next 3, 5%; next 5;
1st 2 yrz., 4%; next 3, 5%; next 5;
1st 2 yrz., 4%; next 3, 5%; next 5;
1st 2 yrz., 4%; next 3, 15%; next 5, 15%; n

Approisals

1/10 of 1% to 100 M; 1/20 of 1% on excess
min. \$25, and addit. chgs. to cover necesmili. 427, and admit class sary expenses. (Special chgs. for special service.) (Out of town prop. chg. 10c per mile.) Min. \$5.
Expert Testimony—\$25 a day.

INDIANAPOLIS

Sales

City and Sub. Prop.—5%.
Subdivisions—By agreement.
Lota & Farm Prop.—5%.
Leases & Leaseholds—Reg. leasing comm. on
unexp. term, plus 5% of any cash benus pd.
Exchange—Full sales comm. pd. by each

Short Term-50% of mo. rent on mo. to mo. Short Term.—50% of mo. rent on mo. to mo. tenancies.
Long Term Leassa—On all commercial leases for a term not exceeding 3 years, the feature of the contracted to be paid under said lease, with a minimum charge as follows: a charge equal to one-half of one month's rent for a lease running for the contracted to the minimum charge as follows: a charge equal to one-half of one month's rent for a lease running for the contract of t

\$50.
cases and Leaseholds—Reg. leasing comm.
on unexp. term as if new lease had been
made, plus 5% on cash consid. (In no case
shall comm. exceed what would have been
comm. had transaction been sale of fee.) L

Net Leases—(1-30 yrs., incl.), comm. computed on total renail plus uswes contracted to be pd. by lensee, using current yrs. taxes Sublease—Foregoing comms. apply.

Rules—I. If renewal privilege or op. to pur. is ear., chg. addit. comm. on renewal, payable at time of pur. or renewal.

For complete mgt. of resid. rental prop., 5% per unit of gross rental receipts. Min. \$1 per mo., per unit. City Property...7%; furnished prop. 10%; Surburban...10%; rental ½ 1st mos. reat; sup. repairs, 10%.

sup. repairs, 10%.

Appreliants

Board—Resid. Prup—81 per M, plus \$5 min. for each conting, unit, Min. \$25. Apts. or for each conting, unit, Min. \$25. Apts. or Min. \$25. Filling stations—81 per M, plus \$25 basic fee. Hotels, Office Bidg., Apts. and Bus. Prep. over 4 units—81 per M, plus basic fee of \$30. Indus.—81 per M, plus basic fee of \$30. Indus.—81 per M, plus basic fee of \$30. Indus.—81 per M, blus basic fee of \$30. Indus.—81 per M, plus basic fee of \$30. Indus.—81 per M, plus Div.—94 per M; Min. \$25. Farms—61 per M; Min. \$25. plus Ibe per mi. outlide of Marjon County. Prup. \$10 min. plus \$5 each added house on name anispment. Vac. Lots—Min. \$3 per let. Adj. lots \$2.50 each add. Subdivisions—\$15 plus 50c each lot same subdivisions.

Bus. Prop.—Not less than 5% gross ann. income. Min. \$Z\$ per mo. fer each tenant unit
managed, except for effice bidgs. Renting
extensions, by agreement. Office bidg. Renting
extensions, by agreement. Office bidg. lesses
above ground floor, by agreement.
Read. Frop.—Rulez.—I. Fer obtaining new
tenant for 1 yr. or less (lease or mo. to
mo.), 'y list mo. rent fagt, does not mansage prop. 2. If agt, manages prop., 'A lin'
of rents, 6% of grous mo. income for prop.
of 12 units or less; 5% for all above 12 units.
Min. chg. of \$Z\$ per unit per mo. 4. Whin.
Alla chg. of \$Z\$ per unit per mo. 4. Whin.
hall receive \$Z\$ of list mo. rent which
hall receive \$Z\$ of list mo. rent which
hall receive \$Z\$ of list mo. rent which
moot, rent have been pd. 5, in multiple
fullified property of the property of the
manager or janitor shall be pd. by agt.
from chg. higher comm. by agreement with
receive.

Appreciation

Subattureness—315 plus 10c each not same sub-division.

Farms—\$25 plus 10c per A. over 100 A., and 10c per mile one way.

Court Service—\$25 each half or fraction in add, to regular app. fee.
All others by agreement.

JACKSONVILLE, FLA.

Sales

Impr. City Prop.—5% to 50 M, 3% on bal. Unimpr. City Prop.—5% to 50 M, 5% on bal. Suburban Prop.—10% to 5 M, 5% on bal. Acreage & Farm Prop.—10% to 100 M, 5% on bal. Exchanges—Same as for sales.

Leason

Short & Long Term-5% of 1st yr.; 21/2% bal., but comm. shall not be more this les comm.

iales comm.

Rules—I. If renewal op. exer., chg. same rate as on original lease covering total terms.

2. If purchase op. exer., chg. sales cosms.

3. When tenant or purchaser is secured for prop. controlled by another agt., cosms.

4. If prop. is withdrawn from agt. prior to expiration of lease, agt. shall be entitled to ½ of full comm. for unexp. term, except in case of sale, is which case owner is to pay 2/½% comm. on gross sum due on unexp. term of lease.

Repairs & Fees—10% to \$300; 7%, \$300 to \$500; 5%, \$500 to 1 M; 5% on bal.
Reid. Prop.—For securing tenant, 10% if rental is less than \$20 per mo.; if rental is more than \$20 per mo., \$10 for securing tenant plus 5% for coll, of rents and mgmt.
except where comm. is less than sim. comm.
of \$1.50 per mo.
Commercial Prop.—10% of mo. rental if rent is less than \$20. If rents 1 is more than \$20 mith less \$30 mith less \$40 mith less \$40 mith less \$1 mith less \$10 mi

JERSEY CITY, N. J.

Sales

Impr. City Prop.—5%. On apt houses 5% up to 25 M; 31/4% over 25 M. Vacant Land—10%

Leases

Short Term—I yr or less, 5%. Bus. prop. 5% on list 10 yrs.
Long Term—Bus. prop. 2½% from 5 to 21 yrs.; 1% in excess of 21 yrs.; 13 industrial prop. 5% up to 21 yrs.; 1% in excess there-of.

Resid. and Apt. Prop.—5% of total rental collected. Commercial and Industrial—5% up to 50 M. Over 50 M by special agreement.

*25 to 5 M; \$50 to 15 M; \$75 to 25 M; plus \$2,50 per M from 25 M to 100 M; plus \$2 per M from 100 M to 500 M.

KANSAS CITY, MO.

Soles

City Prop.—5% to 100 M; 3% on next 400 M; 2% on bal.; Min. \$30. Subdivision—10%. (Owner pay adv.), Farm Prop.—5% to 10 M; 3% on bal.; Min. \$50.

Apprelsula dividual contract. spert Testimony-\$50 per day.

LONG ISLAND, N. Y.

Appraisals

(Except terrisory covered by eastern Suffolk County Chaptes.). Individual—Min. \$25; to 10 M, \$25; to 25 M, \$35; to 50 M, \$30; over 50 M, \$30 on 1st 50 M and 1/5 of 1% to 230 M; over 250 M, same as for 250 M plus 1/10 of 1% on

QUEENS COUNTY

Sefes

nort Term-Less than 1 yr. (lease or mo. to mo.) ½, of lat mos. rent. om [Ye, of lat mos. rent. om [Yer, 1] ½, of lat mos. rent. om [Yer, 3] ½, of lat mos. rent. om [Yer, 3] ½, of lat mos. rent. of late and late (Except territory covered by Queens North Shore Chapter—Third Ward of Queens.) (Min. \$100.) In. \$100.) Unimpr. Prop.—1st 50 M, 5%; in excess, 2½%. Unimpr. Prop.—5%. Except territory covered by Queens North Shore Chapter—Third Ward of Queens.) (Min. \$100.) mpr. Prop.—1st 50 M, 5%; in excess, 2½%. Jumpr. Prop.—9%. Actory Sites (unimpr.)—5%. Actory Sites (unimpr.)—5%. Ood Will, Goods and Chatteis—10%. case or Lesscholds—Reg. lessing comm. on unexpired term, plus 1% of the sum to be pd. for the lease or leasehold. rent at 5% of selling val.); Min. ½ mes-rentage issess—Rule 1—On min, guar, leases, name as for straight leases, due and payable on clouing of lease. Each yr, there-after, when addit, rent shall fall due as per-cent of gross receipts, broker shall be an-titled to call. comms. at end of such yr, as comm. computed on actual rental val. for full term lease. Rule 5—If op. to pur, is eare. cls., "grs. sales comm. Rule 4—If lease contains op, to cancel, cls., comm. of full term. Rule 3—If lease is extended or ready of the comm. Rule 4—If lease contains op, to cancel, cls., comm. or full term. Rule 3—If lease is extended or ready, cls., reg. hands occurs. for full term, lease come. already paid.

pd. for the lease or leasehold.

Leases

leaid.—(Except Long Island City, Ridgewood,
Clievelsie and Maspeth, and territory covered by the Rockaways, Arverse, Edgessere,
Belle Harbor and Nepossiti. Fur. or unfur.,
Min. 825; 1-6 mos. fur. apts. or houses,
10%; i yr. or less. 5% annual rent; 2nd yr.
or ressewal, 25/5%; 3rd yr. or ressewal,
25/5%; 5rd yr. or ressewal,
25/5%; 5rd yr. or resseval,
25/5%; 6rd yr. or resseval,
25/5%; 6rd yr. for rential fur.
rooms, comm. shall be by agreement, but not less than 15%;
6mathy Tenancies—50% 1st mee. rent; Min.
§23.

Menthly Tenancies—50% lst mes. rent; Min. 25.— Mig., Indu. processes, warshouses, 18.25. indu. 1

M. 15/76.

Percentage Leasse—Where min. rent is specified, comm. shall be computed at usual rate of min. When addit, rent shall fall due as percentage of grous receipts, comm. sha be computed as though addit, rent ha been known at time of exec. of lesse as comm. Is payable at each of each respective comm. It is payable at each of each respective comm.

yr. Rate schrönle of Long Island Real Fatate Beard, Inc.)
1s 5 M col. on each bidg, monthly, 5%; co next \$2,500, 5%; in sext \$2,500, 5%; in sext \$2,500, 5%; in sext \$2,500, 5%; in sext \$2,500, 5%; in sex \$2,500, 5%; in sex

NASSAU COUNTY

Sulva (No comm. to be less than \$100) Insur, and Unimpr. Prop. (includ. acreage and waterfront)—56. Good Will, Goods and Chatele—10%. Lease or Leaseledds—Reg, leasing comm. of unexp. term, plus 1% of the sum to be pd. for the lease or leasehold. Approlasis

Board—Min. \$30; \$2 per M to 30 M; \$1 per M to 100 M; 50c per M over 100 M.

Expert Testimonv—Min. \$25 per day.

SUPPOLK COUNTY

Isapr. Prop.—\$100 Min.
Unimpr. Prop.—\$30 Min.
All impr. prop., farmland, & impr. bus. & comm. prop., farmland, & impr. bus. & first \$2,300, 10%; excess 3%.
Good will, Goods & Chatth—10%.

Resid. & Bus.—Min. Cosm. \$25; mo. to mo., \(\frac{1}{2} \) is t month's rest. For leasing prop. for term of 1 yr. or more, 1st yr. \$95; theretain non-easing a terminal furmished rooms—by agreement. Indus.—Mkg.; indus. processes, warelouses, gas sta., garages and land located in tertionly most offer indus. or underley. Mis. \$25; \text{yr.} aggregate gross rest. \$1,\text{yr.} \text{yr.} aggregate gross rest. \$1,\text{yr.} \text{yr.} \text{yr.}

THIRD WARD QUEINS

(Territory covered by Queens North Shore Chapter.)

(Min. \$100) Real Prop. Incl. Acrenge and Waterfront-

5%.
Resid. Prop. incl. 1, 2 and 3 family houses—5%; apt. bldgs., but. bldgs., garages, factories and comm. bldgs., 5% on 1st 100 M and 25/% on amt. in excess.
Good Will, Goods and Chattels—10%.

BELLE HARBOR and NEPONSIT

\$5 per mo.

Bus. Prop.—5% up to \$\$300; 3% on all over \$500. Min. \$5 per mo.

Office Bldgs.—Separate agreement. Territory covered by Rackaways, Arverne, Edgemers.)

Bus. and Resid. 6% gross rent. for 1st yr. and 3% each successive yr.

LONG ISLAND CITY, RIDGEWOOD, GLENDALE and MASPETH

Resid.—1 yr. or less (min. \$25), 5%; 2nd yr., 21/2%, 3 or more yrs. straight 21/2%.

NASSAU PENINSULA

(Hewlett, Lawrence, Woodmere and Cedar-hurst.)

Lecus Bus, and Resid.-6% 1st. yr. 3% each suc-

SUFFOLK COUNTY

Appraisals

Appraisals where appraised value is \$10,000 or less,—by agreement. Where appraised value is in excess of \$10,000, the rates for all of Long Island shall prevail.

LOS ANGELES

Salas

Bus. Prop.—5% on 1st 50 M; 2½% on bal-dousses, Flats & Duplezes—5%. Intella, Apt. Houses & Bungalow Cts.—5%. Intella, Apt. Houses & Bungalow Cts.—5%. Ocreage, Farm and Ranch Prop.—5%. Cosses and Lesseholds—Bus. Prop., 5% on 1st 50 M, 2½% on bal. (3% straight on indus. & mail resid, prop.) permits, fran-chises, \$25; Railway spur track franchise, \$50 & up.)

res and Equipment—10% on 1st on bal.; \$50 min. Full sales comm. pd. by each

ort Term Resid.—Houses, Flats, Duplexes, 1%. Hotels, Apts. & Bung. Courts; 3% of lat 5 yrs.; 1½% of bal.; mo. to mo., 25% of 1st mos. rent; if fur. and agt. shows prop., 35% of 1st mos. rent. Min. \$10.

srop., 35% of 1st mos. rent. Min. \$10. Short Term Bu. and Ground—3% for 1st 5 vrs.; 11/5% for bal.; where lease is cause for bal.; Min. \$25. (Industrial prop., 35/9% to bal.; Min. \$25. (Industrial prop., 35/9% to 5 yrs.; 27/%, 5-10 yrs., 11/5% on bal.) (Country prop., Crops 5%, Cash 5%.)

36. 36. (Take as as a series of the series of th

M; 2½% on bal.

slee—1. For listing for rent, \$1. 2. On renewals, chg, same as on new leases. 5. On renewals, chg, reg, comm. 4. On appraisals fig. comm. on basis of aver. stated rental on full term. 5. If op. to pur, is exer., chg, reg, sales comm. less comm. already pd. for leasing.

ollections—Reaid. prop., 5%, min. \$5 per mo. Bus. & ind. prop., 5% if coll. are ander 2 M per mo.; 3% if over 2 M per mo. Country prop., 5%. Office bldgs., by

agreement.

where a real estate broker manages certain
properties for the owner and files the Rent
properties for the owner and files the Rent
there shall be a service fee of \$1 per unit.

Where the real estate broker does not manage
the property, but files Rent Control Registration forms for the owner, the service lee
shall be \$2 per unit.

LOUISVILLE

Sales

City of Louisville and Jefferson County—5% to 25 M; 3% on bal. Min. \$75 on impr. prop., \$35 on unimp. prop. Subdivision—Special contract, but in no event shall comm. be less than 10%.

Buying Real Estate-Same as sales.

Buying Real Estate—Same as sales. Exchanges—Reg. comm. on each prop.divided equally between agts. participating. Auction Sales—(A) Within city—same as for private sale. (B) Suburban, 5% on a gross amt. Min, 350. (C) Personalty, 10%. (D) Assignee sales, fee to be satisfactory to official controlling sale. (E) Advertising, seller to defray expenses for advertising and promoting sale.

Month to Month and less than 1 yr. lease lst mos. rent plus advertising exp.

Yr. or More—All advertising and 4% lst 5 M; 3% from 5 M to 10 M, 2% on b Ist 3 M; 3% from 5 M to 10 M, 2% on bad. Renewal, Est. or Pur. Op. in Lease, comm. in accordance with lease or sales schedule is charged, whether or not extension, renewal or pur. is made exactly on terms stipulated or pur. is made exactly on terms stipulated would fall if such terms were part of original leases. In renewal, charge as though twere new lease. Where cancellation clause is contained in lease, comm. shall be same as if there were no cancellation clause.

Reguar leasing comm. on estimated rental for entire period, or in installments, according to actual rental. When percentage lease provides for min. rental and percentage of gross for each yr. of term, comm. or min. rental specified at time of closing of specified min. for entire term, plus comm. on addit. rental at end of year at same rate.

oli.—5% on gross. Mo. rentals of \$10 or less, weekly payments, 10% or \$1 min. per mo. per tenant.

Farms-5% on gross income and all advertising. Min. \$25 per annum.

Fur. Resid. and Apts. for Seasonal Occupan-cy-10% on gross income and all adver-

Approvisols

dividual—\$2 per M to 50 M; over 50 M,
\$2 per M to 50 M, and \$1.50 per M to 50 M,
\$3 per M to 80 M, and \$1.50 per M to 500.

\$10, except on property in litigation where
min. fee thall be \$25. Above sched, for
1 appraiser. Two appraisers 2 times individual fee; 3 appraisers 2 times individual fee. For appearance in court there
shall be addit, fee.

Board-Min. \$100. By Valuation Committee 1/2 of 1%.

MEMPHIS

Sales

City Prop.-5% to and incl. 25 M, 3% on bal, Min. \$50.

Prop. Outside of City Limits-5%. Min. \$50. Acreage and Farm Prop.-5%. Min. \$50.

ash settlement basis, 4% of lat 5 yrs.; 3% of next 5 yrs.; 2% of next 10 yrs.; 1% of next 10 yrs.; 1% of next 30 yrs.; 10% of 1% thereafter. Net leases, cash basis, ½% higher first 30 yrs. Deferred basis, under \$20 per mo. 10%; over \$20 per mo. on mo. to mo. 10%; over \$20 per mo. of mo. to mo. yr. lease ½ of lat mo. and 5% thereafter; over 1 yr. and under 3 yrs., 2/3 of lat mo. and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. rent and 5% thereafter; 3 yrs. and over lat mo. and 5% thereafter; 3 yrs. and over lat mo. and 5% thereafter; 3 yrs. and 5% thereafter; 3 yrs. and over lat mo. and 5% thereafter; 3 yrs. and over lat mo. and 5% thereafter; 3 yrs. and 5% th

Res. Prop., Renting and Mgmt.—\$20 per mo. and under, 10% of gross mos. coll. \$20 to \$30, 75/65; over \$30, 6%. Fur. Res. and Apts.—10% of gross mo coll.

Board-Min. \$50; \$2 per M to 100M; \$1 per M on bal. Outside city same rates with

Expert Testimony \$25 per day in court If appearance in court is not required che. \$25 for preparation of testimony.)

Mgmt.—See lenses, above.

Supervising Repairs-Min. up to \$500; 5% over \$500. 10% on repairs

MIAMI, FLORIDA

City Prop.—Vacant — \$25 on \$250 or less; 5% on over \$250 with a minimum of \$30. Improved Prop.—Not less than 5%, with a minimum of \$50. Farm, Grove, Unplatted land: 10%, with a minimum of \$100.

Residence—All leases, including Winter Season — 10% of first \$500, plus 5% of balance over \$500, with a minimum of \$15.

Business Prop. —Leases of one year to 30

S-year period (or part thereof) 3% for next

5-year period (or part thereof) and 2% for next 20 year (or part thereof) with a minimum of \$15.

Leases over 30 years shall be treated as sales.

Appraisals

Appraisals

Minimum charge of \$35, plus \$1.50 per M of valuation for one man. Two men on appraisals at rate of 1½; times, and three men at two times the minimum of \$50 per day Expert testimony—Minimum of \$50 per day \$65 per day min, for Court testimony, Appraisals and expert testimony outside Dade County — Minimum of \$100 per day plus expenses.

Residence—5% of rental income, plus leasing fee depending on term and type of lease. Minimum foe to average not less than \$1.50 Business—5% of rental income, plus leasing fee depending on term and type of lease. Minimum fee to average not less than \$1.50 per occupied tenant unit.

480. Unimproved, City & Suburban Prop.—5%. Min. \$25. Outside Milwankee County — Subject to special contract, but min. 5% within 100 miles; over 100 miles, min. \$250. Exchanges—Full comm. pd. by each party.

Resid. Prop.—Min. 5% of total rental for term of lease. Mo. to mo. basis, min. 1/2 of 1st mos. rent.

Resid. Prop.—Min. 5% of total rental for term of lease. Mo. to mo. basts, min. ½ of lat mos. rent. I mos. rent. I mos. rent. Sym. 25% of total gross rent for tat 3 yrs., 3% on bal. of term. Ground Lesses—5% of total rental for lat 3 yrs., 3% on bal. of term. (Comm. must not exceed sales comm. on value deter. by capital, saver, annual rent at 3%). Percentage Leases—Where rental is certain rental rental for period of lease. Where min. rent specified, comm. based on total min. rent and addit. rent as it falls due. Rules—1. Comm. on renewals of bus. leases sale as on new lease; on ground leases, same rate as if lale sales and more on ground leases, same rate as if lease had covered whole sales comm. minus comm. already pd. on unused portion of lease. On sales of ground lease and impr. comm. same as if new lease were made on unexp. term, plus sales comm. on consid. pd. for leasehold interest and impr.

Coll. Rents and Mgmt.—5% of annual rent col. Addit. reasonable chg. may be made for special service.

MINNEAPOLIS

Seies

City Prop.—5% to 100 M plus 3% on next 400M; over 500M, 2%; Min, \$50 for vacant prop.; \$100 for impr. Subdivisions—By agreement. Eachanges—Same as sales. Equal div. of comm. where 2 Realtors are involved.

Short Term-Mo. to mo., bus. prop., 50% lst mos. rent; resid, prop., 50% lst mos. rent. Min. \$10.

Long Term—Bus. and resid. prop., 5% o lst yrs. rentals; 2% next 4 yrs. and 1% fo bat.

oai.
Ground Lease — 2% to 5 years; 1% on bal;
Over 50 years charge same as for sale
on amount equal to 3% of aver, rent for
list 30 yra, plus consid. pd. for impr. (If
rent for 30 yrs, is not stated, but reappraial
a are provided for, assume highest rent
amount as basis for bal. of term up to 30
when the same of the

yrs.)

Percentage Leases—Initial comm. payable at time lease is made. If min. reatal is specified, comm, based on regular board rates for full term, plus comm. of 3% of excess rent, due and col. at end of lat yr. Addit. comm. coll. each yr. thereafter equivalent to 1/5% of excess. If no min. specified, term at 75% of fair market rental ral. at time of making lease and subsequent comm. of 5% on excess, due and coll. at end of lat yr. Addit. comm. coll. each yr. equivalent to 1/5% of the property of the pro

oard—up to 5 M; \$25, 5 to 20 M; \$50, \$1 per M over 20 M.

Bus. Prop.—3% min.

Resid. Prop.—3/4% min. Comm. of 1/3 of
1st mos. rent once a yr. but not on renewals or extensions. During mo. this chg.
is made 7/4% fee not coll.

MONTERAL, QUE.

Resid. and Office Bidgs and Stores—
(a) In Montreal, Westmount, Outremont, Verdun, Montreal West, Town of Mount Royal, Hampstead and St. Laurent— 396, (b) In Lachine, St. Lambert, Montreal East, Ville Lasalle, St. Michel, Ville St. Pierre, Points aux Trembles, Montreal North and Longueuil—34,%... (c) Territories not mentioned—597.

Indus. and Mfg.— Warehouses, churches, theatres, hotels, automobile garages, service stations, waterfront prop., and other built prop. not mentioned above—5%.

Vacant Land and Farms (except subdivi-sions)—5%. Min. \$20. Sub-Divisions of Farm Lands—15%. Bus. with or Without Lease—10% full amt.

Impr. Prop.—In "a" and "b" above, 2½% total amt. of lease. Other territories, 5%. Renewals at same rate. Min. \$15.

MILWAUKEE

Sufes

Impr. City & Suburban Prop.—5%. Min.
Unimproved. City & Suburban Prop.—5%. Min. \$25.
Unimproved. City & Subu

Coll. of Rent-5% where mo. rent is \$50 or over. By agreement where rent is less than \$50. Where total annual rent exceeds \$50 M, 5% of \$150 M and \$24.6% in excess Chgs. for supervision of repairs and other services by agreement. Usual rental comm. for new tenants.

Approximis

Board—1/5 of 1% for 1st 500 M. 1/10 of

MASHVILLE

Sales

Farm and Acreage—5%.
Exchanges—Full sales comm. pd. by each party. Lectes

Short Term-5% to 3 yrs.; 3% over 3 yrs. if pd. cash. 10% for \$25 per mo. or less.

Management

Resid. Frop.—10% on mo. rental to \$25.

Over \$23, 10% to \$20, 5% on bal. 10% on full to \$25, 10% to \$20, 5% on bal. 10% on full to \$25, 10% to \$20, 5% on bal. 10% on full to \$250 or less—1011s same as about al. of \$250 or less—1011s same as about al. of \$250 or less—1011s same as about al. of \$250 per no.—by contract. Min., 6% mo., rentals.

Resairs and Unkaro—105 to \$500 feet.

rentals.

Repairs and Upkeep—10% to \$500, 5% on excess.

Repairs and Upkeep—10% to \$500, 5% on excess.

Commer \$20, 10% on 1st \$20, 5% on \$81.

Other leases or contracts—for 1 yr, for procuring tenant, ½ 1st mos. rent. Max. \$100, 5% of mo coil, thereafter. 1 yr, to 3 yrs., for procuring tenant, ½ 1st mos. rent. Max. \$100, 5% of mo coil, thereafter. 1 yr, to 3 yrs., for procuring tenant, ½ 15 it mos. rent, max. \$200, 5% on coil. 5 yrs. for yrs. for procuring tenant, 2/3 of 1st mos. rent, max. \$250, and 5% of mo. coil. More than 7 yrs., for procuring tenant genant, 1st mos. Repairs and Upkeep—10% to \$500; 5% in excess.

Approximate

City & Suburban Sales (all types of prop.)—
5% of the first 25M of sales price and 3% on remainder, Min. comm. 350.

Appraisals (Individual)—\$2 per M up to and including 50M; \$25 min. lee; \$1.50 per additional Appraisals (Individual)—\$2 per M of the sales of the sa

NEWARK

(Rates below also used by Irvington Board.)

Impr. City Prop.—5% to 20 M; 3½%, 20 to 50 M; 2½% over 50 M. Unimpr. City Prop.—5%. Country Prop.—5%. Country Prop.—5%. Subdivision—By agreement. Acreage and Country Prop.—5%. Farm Prop.—7½%. Leaseholis—Same as sales. Leases—10% on consid. plus reg. chg. on

Lease, term.
Indus. Prop.—5%.
Church Prop., Institutional or Specific Use
Prop.—5%.
Prop.—5%.

and Personal Prop.—10% plut Prop.—3%.

lock Fixtures and Personal Prop.—10% plus reg. chg. for real estate, leaseholds, or leases.

Short Term—I yr. or less, 5% of I yrs. rent, (Full comm. on renewals.)
Long Term Leases—Read, Prop.: 5%. Indus. and Specific Use Prop. and Officers 5% Blus. Prop.: 3 yrs. or less, 5%; Bus. Prop.: 3 yrs. 10 yrs. or less, 5%; Bus. Prop.: 3 yrs. or less, 5%; Bus. Prop.: 5 yrs. or less, 5%; Bus. Prop.: 5 yrs. or less, 5%; Bus. or less, 10 yrs. or less, 10 yr cage comm.

ercentage Leases — Full comm. on min.

rental for entire term and comm. on addit.

rent, payable at end of each yr.

Appealants
ard—\$100 to 25 M; \$1.50 per M on bal.
pert Testimony—By special agreement.

5% plus reg. rate

NEW HAVEN, CONN.

Impr. City Frop.—5% to 25 M; 3 % over 25 M, Min. \$100.

Unimpr. City Frop.—10% to 2 M, 5% over 2 M, Min. \$100.

2 M, Min. \$100.

2 M, Min. \$100.

Signored State of the State

Country, Resert and Shore Prop.—5%. Min. \$100.
Good Will, Goods or Chattels—The commission for consummating a take or a purchase sion for consummating a take or a purchase sion for single price up to \$4,000 at \$25,000.
\$5% of the amount between \$4,000 and \$25,000.
Leases and Leastholds—19 on conside, plus Leastholds—19 on conside, plus Exchanges—slogs, comm. pd. by each principal.

Exchanges—Meg. comm. pd. by each principal.

Lewise
Indis., Residential & Commercial Prop.—
Int year, 5%; 2nd year, 5%; 3rd to 10th
year, 5%; lith to 2fst year, 1½%; therelity year, 5%; lith to 2fst year, 1½%; therecountry, Resort and Shore Prop.—— 10%; of
annual rent for 1st yr, (or fraction thereof): 2½% of each addit. yr.
All Other Prop.——4 of lat mos. rent for 1st
yr. (or fraction thereof): 1½% of annual
and Apta.) Fur. units to 5 mo. min. 16%
total.
Rulse—I. Comm. on renswals, sub-leases,
etc., on same basis. 2. If op. to pur. or renew is ease., chg. comm. as though above
enw is ease., chg. comm. as though above
rent for if no min. is stand, on ½ of averfair market rental val. for term); then chg.
comm. on addit. zent at end of yr., as it
comms due, as if addit. rent had been known
add taxes to rest and chg. comm. on total.
(Use current taxes, or taxes for previous
yr., or estimated taxes, or await assessment.)

Apprecisate-

Appraisate

minimum fee of \$50 for the first \$10,000 and \$2.00 for each thousand or fraction thereof above the first \$10,000. Court fees to be extra.

Central Bus. Prop.—Chg. based on services

required.
All Other Prop.—Min. 5% of gross rent.
Cancellation—Reg. renting comm. for un-

NEW ORLEANS Sales

Gity Prop.—5% lat 10 M; 4% on excess; Miss. \$25.
Miss.

min. comm.
Stock and Personal Prop. When not included in sale of real estate, 10%. Min. \$25.
Exchanges—Full sales comm. pd. by each

Ordinary or gross (where owner pays taxes, ins. and/or other terms) 5% to \$2,500; 4% on excess; Min. \$10.
Net leases (where lease pays taxes, ins. and/or other items) 5% to 200 M; 4% on

excess.

Appraisals
Individual—\$15 min. Country prop., \$25.
Beard—\$25 min. \$2 per M to 100 M; \$1.50 per M, 100 to 500 M; \$1 per M on bal.
(Rates do not apply to homesteach, banks companies.)
Expert Tennico companies.)

Expert Tennico companies.)

es. nercial and Industrial Property by agree-nt but not less than \$3.00 per M.

NEW YORK (See also Brooklyn, Bronx, Long Island, States Island) Sales

Prop. in Burough of Manhattan—5% on ist 10 M; 2% on next 30 M; 2½% on next 60 M; 1½% on next 900 M; 1½% of 1½%

welling the contract of the co

Exchanges—Full same party. Raise—Should title to prop. prove imperfect, claim for sale comm. not invalidated to the same party of the same left mortgage loin applications (except by agreement) 2% to 23M \$500 from 25M to 50M; over 50M, 1%. party.

also—Should title to prop. prove imperfect, claim for sale comm. not invalidated.

It is not regage—For procuring the acceptance is mortuser lean applications (seeper by growing to 50%), 10%.

10 50%, 10%.

Lenes

addresses

and Geound—Up to 21 yr., aggregate \$1 million or less \$%% is 1 yr.;

Seldivism Acreage (urban or sab.)—10%.

55 of BOARD COMMISSION

2% 2nd yr.; 11/2% next 19 yrs.; 11/4% excess over 31 million to \$2 million; 10% excess above comm. on 1st 21 yrs.; 1/4 of 1% on above comm. on 1st 21 yrs.; 1/4 of 1% on above comm. on 1st 21 yrs.; 1/4 of 1% on 2/2nd to 50 bit yr. incl. Over 50 yrs., above comm. to 30 yrs. and 1/16 of 1% frees 50 bit yr. incl. Over 50 yrs., above comm. to 30 yrs. and 1/16 of 1% frees 50 bit yr. incl. Over 50 yrs., above comm. to 20 yrs. and 1/16 of 1% frees 1/4 or 1/4

Management

% (min.) of gross coll. up to 100 M annually; 2½%, 100 M so 200 M; 2 %, 200 M to 500 M; 1 % of bal. 5% of gross coll. in bidgs. where no leases made. Min. \$2.50 mo. per unit.

in addit to magmt. fees, full comm. on rent-ing and ½ comm. on renewals. Owner-occupied bidgs., hotels, apt. hotels, co-ops., single tenant occupancy bidgs and bidgs under net lease, by agreement.

Gity Prop.—Not least has 5%.

Unimpr. Prop.—10% is 15 M; 5% bal.
Farm and Timber Lands—Not less than 10%.
Eachanges — Reg. comm. pd. each party.
Renal Comm.—A commission of not less
coll. of reats to all propa, with the escep.
of the following cases in which a comm. of 10% may be cheft Propa, sutside the corp.
limits of the cities of Norfolk and Fortanges, on the commission of the commission on the commission of the commission on the first year's rental and three-fourths the regular commission on each shall not manage the property in which case the owner shall pay the regular commission on the first year's rental and three-fourths the regular commission on each nual revenue does not exceed \$1,500 and on all properties where the regular commission shall be charged for the full termination of the lease, psychole upon consummation of the lease, psychole upon consummatio

DAKLAND Sains

10% of naie price of mides, Good Will.

Esc., if incl.

Lesses

Bux, ind., Wholesale and Rasid.—5% for lat yr., plus 4% for Zad and 3rd yrs., pin 2% for had 57% for lat yr., pin 2% for had 57% for h

Bus. and Res. (not such effice bldgs.)—5% of total gross coll. to and incl. 2 M per mo., plus 3½% over 2 M. Min. \$1.50 per mo. lor each rental.

Office Bldgs.—By special agreement.

County Prop. —5%, etther cash or val. of crup rental. Commusson may be increased according to location of prop. and amt. of attention required.

Approligis

Res. Frop.—Inspr. or Unimpr.—1/4 of 1% of appraisal to and incl. 20 Mr. plan 1/6 of 1% or 20 M to 50 Mr. plan 1/6 of 1% or 20 M to 50 Mr. plan 1/6 of 1/6 over 50 M. Min. \$25.

Bus., Ind., and Other Types.—10 5 M. \$30, trons 5 M to 10 M, \$75, trons 10 M to 20 Mr. plan 1/6 Mr. pl

OKLAHOMA CITY

Sales

City Prop. -5%. Min. \$50. Impr. Acreage -5%. Min. \$50. Unimpr. Lots or Acreage -10% of 1st M; 5% on bal. Min. \$50. Subdivision by agreement. Exchanges—Full comm. pd. by each party.

Leases

Short Term-20% of 1st mos. rental, Min. \$5.

\$5.
us. Leases—3% of gross rent. Min. \$30.
Renewal, extension or new lease for whole, part or addit. space, 3% payable at time of renewal, extension or new lease for ensuing period.

Collections—5% of mo. coll.; Min. \$1 per mo. per unit. Supervising Repairs or Impr.—10% of cost of repairs or impr. Farm Prop.—20% of rent coll. for each yr. Min. \$25.

Board-\$2 per M. Min. \$50.

OMAHA Sales

City Prop. and Acreage—Impr. and Unimpr. 5% on 100 M; 25% on sext 100 M; 25% of on the Min. 50 on any sale; 500 on all of the control of the

If realtor handles resoning or map filing percedure, add 2/y-76.

Agric. Prop.—10%. Main. \$100.

Sale to a Public Body—Keg. comm. plus 2/y-76 as special compensation for enceptional services.

Examages—Full comm. by each guesses of the filings—6% monthly on all rentals and 10% of removeding or rehabilitation, and 10% of more of tale price, plus 10% of more of tale price, plus 10% of more rest, but not less the filings. See the filings of more percentage of the filings of more rest, but not less the filings.

Exemple — Full comm. paid by both parties with noch agreement known to each owner.

Lenses With Monogement Conference of the see that the see that the see that the filings of the see that the s 10% of remodeling or rehabilitation, and repair costs.

Stores, Warehouses and Business Prop.—5% gross reats ingig year tenancy with min. of 60% of first mes. rest, but not less than \$2.1 to 10 years' tenancy 3% of gross; sext 10% period of the property of the property

costs, bee and Two Family Dwellings-5% gross rental I year or less with min. of 60% of lat mos. rent. 7½% each mos. rent for coll, rentals after 1st mos. rent. 10% re-modeling or rehabilitation, and repair

modeling or rehabilitation, and repair treats.

Leanast Without Manappasant with the state of th

10% all rental income from all sources, Min, for more than 80 acres \$100.00; for 60 acres or less, by agreement. Major or general building repairs, rehabilitation and drainage project, 3% of cost.

Apprehensish for appraisals by the appraisars of the Oma-ha Real Estate Board of real estate, lease-hold, or result value, upon application the Appraisal Committee will quote a charge for each appraisal, the minimum being \$50.00.

PATERSON, (PASSAIC COUNTY) N. J. Seles

mpr. or Unimpr. prop. 3%. Min. Sersonal prop., merchandise, etc.—109 to 5 M; 5% over 5 M.

All property—5% or aggregate reatal for any term. Mo. to uso, rental: ½ of is

5% min. on coll. Additional charge for special services.

PEGRIA, ILL

Improved Real Estate—Residential (city or suburban) 5% of the sale price up to and including 100 M, 3% on the balance of sale price over and above 100 M, Min, \$100. sale \$100.

sale price over and above 100 M. Min. \$100.

Improved Real Fatate—Commercial and Inspect of the sale price. Min. \$100.

Unimproved Real Estate—Industrial sites; 5% of the sale price. Min. \$100.

Unimproved Real Estate—Industrial sites; 5% of the sale price. Min. \$100.

Unimproved Real Estate—Jatted vacant lots; 10% of the sale price Min. \$50.

Unimproved Real Estate—Jatted vacant lots; 10% of the sale price that \$50.

Farme—3% of the sale price to and including 25 acres, 5% of the sale price with \$10 M. 3% on the sale price over and above 10 M. with the privilege to the broker had to price the sale price to the price of the sale price in the area in which the transaction is made.

Arca in which the transfer of the second of

Comm.

Approximits

Board—Min., \$30; \$3 per M to and incl. 15

M; \$2 per M, 15 M to 30 M; \$1 on bal.

(On farm appraisals, add 10c per mi. per

All Classes of Prop.—5%, Min. \$75. (con based on gross consid.; irreducans ground resis capitalized at 4%; cost ative apt. on gross consid.)

Leases and Leaseholds Reg. comm. for un-exp. term plus 5% on any addit. consid.

nges-Reg. comm. to be pd. by each

gachanges—Reg. comm. to be pd. by each party.

Lechanges—Neg. comm. to be pd. by each party.

Lechanges—Neg. comm. to coll. by Agt.—I yr. or less treated as I yr. term. 5% of I yr. rent; over I yr. 5% of I styr. rent plus 5% of 2 dr. yr. sent. plus 2% of rent for bal. Net term. The property of the property of the property of rents coll. mo. during 1st 2 yrs. and 5% during each mo. thereafty of rents 1st property of the propert

Apprehals

The Board recognizes that appraisements are professional in character, and fees should eseatablished accordingly. It suggests, sowever, that a fair minimum fee for the typical Philadelphia row house of approximates should be by mutual agreement between board member and principal.

The Philadelphia Real Estate Board does not compete with its members for appraisals. The philadelphia Real Estate Board companies with its members for appraisals as an accommodation or as a public service an official certificate or certificates of value of any appraisal of real state relative to which application for examples of the property o

Management

when agt. has not negotiated lease, chg. is 5% of rentals and other sums coll. If total mo. rental for one client is less than \$20, min. comm. \$1 for each mo. See also Leases, above.

pervision of Repairs-Min. 5% of gross

PITTSBURGH

lapr. City Prop.—5% to 100 M; 3% on bal. Farms, Acreage & Vacant Land or Lots—5% to 100 M; 3% on bal. Min. \$100. fadus. Prop. Inside City Limits—5%. Out-side City Limits, 10% on 1st 10 M, 5% on

excess.

pecial Effort Prop. & Farms—Up to 10%
when unusual exp. or effort is required.

abdivisions—In city, 10%; outside city, 15%. ages Full sales comm. pd. by each

party

Resid. Prop.—5% on 1st yrs. rental; 3% on bal. Mo. to mo., 6% of amt. of 1 yrs. rental. Min. \$1.50 per unit per mo.

Bus. Prop.—5% on 1st yrs. rental; 2% each additional yr. where agent does not collect rent. Otherwise, 5%.

\$50 up to 5M of valuation; \$75 up to 10M of valuation; \$100 up to 15M of valuation with an additional charge of \$1.50 per M from 15M to 500M and \$1 per M on bal. Mini-mum \$100 on commercial and industrial properties

properties.

Expert Testimony—Min. \$50 per day or fraction thereof.

Resid. Prop. -- 6% (for leasing, coll. of rents and mgmt.) Bus. Prop. -- 5% (for leasing, coll. of rents and mgmt.)

PORTLAND, ORE.

City Prop.—5% to 60 M; 21/2% above; Min. a⁹³⁰. 5%; Min. \$50. Subdivisions—By agreement. Exchanges—Full sales comm. pd. by each party; Min. \$50.

Legger

esid. Prop.—Same as bus. prop., except where contracts exist for prop. man. and rents are coll. by agts., fee fixed by agree-ment; Min. \$10.

Bus. Prop.—I to 4 mos., incl., ½ of 1st mos. rent; 4.36 mos., incl., aver. mos. rent; 3.5 yrs., incl., 3% of sotal; over 5 yrs. 3% of total 1st 5 yrs., plus 2% 2nd 5 yrs., plus 1½% for remainder of term.

1½% for remainder of term. round Leases—Where term is 35 yrs. or more, treat as actual sale for cash. Che. comm. on present val. of annual rent fixed comm. on present val. of annual rent fixed 6% compound interest. Where term is less than 35 yrs., ch. 3% of total rent for it is 10 yrs., 2% of rent for next 5 yrs., plus ½ of 1% of rent for remainder.

All appraisal fees should be a matter of con-tract agreement but not less than the sched-ule below.

City & Farm Prop.—\$2 a M to 1st 50 M; \$1.50 a M to second 50 M; \$1 a M excess of 100 M; plus travel. exp.; Min. \$25. Board-\$3 a M 1st 50 M: \$2.75 a M 2nd M; \$1.50 a M excess of 100 M; Min. \$25.

Expert Testimony—By agreement, Min. chg. not less \$35 a day plus Board appraisal fee for type of service rendered. Leasehold, Retroactive, Per Diem and Partial Appraisal fees upon request.

PROVIDENCE

Seles

 Impr. City Prop.—5% to 30 M; 4% next 50 M; 1% on bal.; \$25 min. to \$500; \$50 min.
 \$501 to 1 M; \$100 min. \$1001 to 2 M. Unimpr. Land.—3%.
Mfg. Prop.—3% to 100 M; 1% on bal.
Acreage and Farm Prop.—5%.

Resid.-5% of 1st yrs. rent; 2 % on bal. Min. \$15.

Bus. Prop.-3%-5% of 1st yr.; 2% on bal. er Rent .- 5%. Min. \$25.

Indus. Prop.-5% 1st yr.; 2% on bal. Rules-For renewals, 2% on all leases.

Percentage Leases—Regular comm. on min. rent. when lease is executed, plus addit. comm. when rent on excess is payable annually.

BEADING

Sales

Bus. Prop.-5%. Resid. Prop. -5% to 100 M; 3% on bal. Min. \$100,

Unimpr. Prop.—10%, Min. \$25, Farms—5%, Min. \$100. Stock & Fixtures-10%.

Resid.-50% of 1st mos. rent Mo. to mo.; on yearly 100% 1st mos. rent. Bus .- 3% of gross for term. Min. \$50. Indus.-5% of gross for term. Min. \$50.

oard—\$20 to 2½ M; \$30, \$2501 to 5 M; \$40, 5 M to 10 M; \$2 per M, 10 M to 250 M; 50c per M on bal. apert Testimony—\$50 per day plus ex-

RICHMOND, VA.

Sales

City Prop.—5% to 100 M; 3% on bal. Min. \$25. Sub. & Country Prop.—5% within 5 mi. of city limits; beyond, 10%. Subdivisions—By agreement.

Greas—For renting and coll. rents. 6%.

(When coll. withdrawn.) In event of bona for the coll. withdrawn.) In event of bona for not in excess of \$150 per mo. put. clearing to designate some agt. other than agt. who made lease as his repr. and managing rental agt, such agt, making lease agrees upon order signed by the pur. of prop. to deliver lease to the desig, agt. of pur., waiving any rights in said lease, and will have che, of mgont. and coll. of with will have che, of mgont. and coll. of its to pay to agt. deliv. such lease 75% of rate of comm. desig, in lease, such payments to be made mo.

Appraisals

Residential Prop.—\$25 lat 5 M; \$1 per M over 5 M. Beyond 5 mi., by arrangement. Business Prop.—\$50 min. to 10 M; \$2 per M over 10 M. Expert Testimony—\$50 a day for each ap-praiser, plus expenses.

ROCHESTER, N.Y. Sales

Impr. City Prop.—5% (incl. sub. prop. with-in certain zone limits): 6% (outside cer-tain zone limits and within Monroe Cousty); 7% (outside Monroe Cousty). Mini-mum \$100.

Supervising Repairs—10% of cost.

Paying Taxes—1/4 of 1%; min. \$2.50.

Unimpr. Prop. and Bldg. Sites-10% to 3 M; 5% on excess; 5% within city limits if in excess of 10 M. Min. \$50.

Farm Prop. — 5% (within cartain none limits); 5% (outside certain none limits and within Monroe County); 7% (outside Monroe County), Min. \$100. (Unimproved) 5%, min. \$150.

Leases & Leaseholds—Reg. comm. on un-exp. term, plus 5% of consid. pd. for Exchanges—Same as sales transfer of lease.

Bus. Opportunities & Personal Prop.-10% to 5 M, 5% on bal.; Min. \$50.

Resid. Prop.-5%; Min. \$10.

Commercial & Indus. Prop.-5%; Min \$25. Ground Lease-5% for 15-yr. lease or more

Appraisals

Fees determined by agreement between Single Dwellings and Duplexes-7%.

Expert Testimony-\$50 per day, minimum, plus chg. for consultation, preparation for trial and for fur. of extra date.

Min.—7% of mo, coll., plus reg. rental. comm. for securing tenants. When the mo. coll. on any separate prop. ants. to \$500 or more, 7% on the first \$500 and 5% on bal. Newspaper or other advertising to be pd. for by owner.

Percentage Lesses — With min. guarantee, 5% of min. rental and of any addit. rental over and above min. guarantee. Without min. guarantee, 5% of total rentals pd. landlord.

ST. LOUIS

ales-5% on gr. amt. of sale; min \$50. for all prop. both City and County. Owner pay cost adv. not to exceed ¼ of 1% of listed price.

Exchanges—Reg. sale com. on gr. amt. of agreed market value. All com. to be pool-ed and divided equally between primary Agents engaged in transaction.

Short Term—Bus. prop., mo. to mo.: For rents \$100 or less, ½ 1st mos. rent; \$100 to \$200, 2/5 lst mos. rent; \$200 to \$300, 1/8 lst mos. rent; wer \$300, ¼ lst mos. rent. Resid. prop., ½ lst mos. rent.

Long Term Bus. Prop.—5%, 1 yr. or less; 4% 1-2 yrs.; 3% 2-10 yrs.; 10-20 yrs. 3% 1st 10, 2½, % in excess; 20-30 yrs. 3% 1st 10, 2½, % 10-20 and 2% 20-30. When comm. is over 20 M chg, by agreement. Over 30 yrs. 5% 0 xsis.

Long Term, Resid. Prop.-5%.

Percentage Leases—Where full rental is per cent of gross business, comm. fig on esti-mated sum of rental for entire period. Where min. rent provided, chg. comm. on rent and on addit. rent as it is due as if addit. rent had been known at first.

Subleasing-1 mos. rent (sublease rental). Rules. - 1. On renewals pay reg. leasing comm. on extension.

esidences—Min. chg. \$15 on appraised value up to and incl. \$10,000; \$1 per \$1,000 on appraisals for val. in excess of \$10,000.

All Other Prop.—Min. chg. \$25 on the appraised val. up to and incl. \$10,000; on the next \$90,000 or fraction thereof chg. \$1.50 per \$1,000; on the next \$400,000 or fraction thereof, chg. \$1 per \$1,000; and for each \$1,000 above \$500,000 charge 50c.

Where several pieces of prop. fig. in total appraisal, to which above Schedule applies, an add'l chg. shall be made of \$10 for each parcel.

The fee for appraisal of Leaseholds is to be by agreement.

This schedule applies where but one appraiser is employed. Where two appraisers are employed jointly and make one appraisal report, the fee shall be 12 times the prescribed schedule. Where appraisers are employed, the fee shall be 2 times the prescribed schedule.

Expert Testimony-\$50 day before a Con-demnation Comm. \$100 day before any other Comm. or in Court.

Paying Taxes-1/4 of 1%; min. \$2.50.

ST. PAIN

Seles

Farms & Suburban-10%.

Exchanges—Full comm. (sales) from each Month to Month—(not managed by Real ide.

—//2 lst mos. rent. (managed by Real //2 lst mos. rent.

Long Term-5% 1st yr.; 3% for remainder of

Apartments & Commercial-5%. Repairs or Alterations-Min. of 5%.

SALT LAKE CITY, UTAH

Sales

Impr. City and Sub. Prop.—5% on 1st 100 M; 3% on next 400 M; 2 % on bal. Min. \$100.

Unimpr. City Prop.—10% on lat \$500; 5% on bal. over \$500. Min. \$50.

Subdivision-By contract. Surveying, devel., adv., etc., to be borne by owner.

Leaseholds—Chg. for unexp. term shall be same as leasing rates for new lease, plus 5% of any cash or other consid. pd. by pur of leasehold.

Special Effort Prop., farms and unplatted land-7% on 1st 50 M; 5% on bal. Min. \$100.

Indus. Prop .- 5%. Special service by agree-

Gross and Net Leases-5% for 1st 5 yrs., 3% for next 5 yrs., 2% beyond.

Month to Month-1/2 of 1st mos. rental.

Renewal or Extension — Where lease exerop. of renewal or extension and/or where
lease remains in premises beyond specified time, lessor is to pay agr. comm. or
agreed upon between leasor and leases at
reg. comm. rate based on date of orig.
lease. Comm. to be paid in cash at time
of renewal or extension. If lease contains
cancellation clause, agr. shall chg. for
actual term of lease, not incl. term covered
by cancellation.

Percentage Leases—When percentage lease has fixed min. guarantee, same busis as fixed rental, payable immediately. In ad-dit. 2% on overplus payments. Where there is no min. guarantee, comm. shall be computed as if lease contained min. rental of 73% of owner's asking price.

Privilege or Pur.—If lease contains op. to pur., agt. shall coll. reg. leasing comm. and shall have written agreement from lessor to pay full sale comm. in event op. is exer.

New Bidg. and Impr. Added Under Lease— If bldgs. are to be erected on ground in-volved in lease, or additions are and of the control of the control of the control meh. added bldgs. or impr. to be consid-as added rest, and agt. shall add val. of impr. to rent. and chg. according to lease sched.

Cancellation of Leases—If agt. procures cancellation of a lease, reg. leasing comm. shall be ched, and applied to what would have been total of lease had it run to its conclusion. Comm. to be paid by party whom agt. represents, or according to advance agreer

Agricultural Leases—10%. If leases is on a crop-sharing basis, comm. shall be computed upon estimated cash reatal val. at time lease is closed. If agt. elects to collect comm. when crop share is received by lessor, comm. shall be not less than 10% of lessor's share of gross reatal.

Bus. Prop.—Same as comm. for negotiating sales, rentals, leases or renewals plus 5% on gross annual income. Min. \$3 per tenant unit managed, whether occupied or not. With annual gross rental in excess of

100 M, if managing agt, enters into con-tract for 1 yr, or more, cost of manage-ment service may be determined by special

ment service may be determined by personagement. Resid. Prop.—7% on all coll. Min. \$1.50 per mo. for each unit of occupancy, whether occupied or not. On weekly coll, not less than 10%. Min. total clar, \$3.00 per mo. for family unit, whether occupied or not.

nr not.

Supervision of Repairs and/or Remodeling—
On all repairs handled through agts. office
to and incl. \$300, 10%, On excess from
\$300 to 2 M, 5%; excess from 2 M, chgs.
in accordance with service rendered, varof equipment and fur, not considered as
repairs. Fee of not less than 2% of total
purchase price on fur. and equipment to
be chgd.

SAN ANTONIO, TEXAS

Sales Impr. City Prop.—5%; Min. \$30. Unimpr. City Prop.-5%; Min. \$50.

Exchanges — Each pays 21/4% on smaller amt., owner of larger prop. pays 5% or diff. in addit.

Short Term-Mo. to mo. basis, 1/3 of 1st

Long Term.—5% of 1st & 2nd yrs. rent; 4% of 3rd to 5th yrs. rent; 3 % for next 5 yrs.; 2½/% for next 5 yrs.; 2% for next 10 yrs.; 1% for period over 25 yrs. Payable in full when lease is signed.

when lease is signed. Percentage Leases — Same as above computed on min. guaranteed rent. payable when lease is signed, plus addit, fee at same rate on excess rent. Comm. on overplus payment due when coll. by leasor.

Munagement

Rental Coll.—5%. For prop. renting for \$10 or less, 10%. Fur. houses and apts., 10% list mo. and 5% thereafter.

Rental Mo. to Mo. and Mge.—1/3 ist mos.

Appreisals

SAN DISGO

Sales

City Prop.-5% of total pur. price. 10% \$250 to \$500; \$50, \$500 to 1 M; Min. \$25. Leaseholds — On sale of leasehold, bons (sale price of lease) shall be prorated as nually, as addit rent throughout unexp term. Bonus plus orig. lease rent. a present rent., per annum, reg. leasin comm. to be chgd.

comm. to be chgd.

Sale Under Lease Op.—Where lease grants op. to lessee to pur, reg, sale comm applied to respective class of props, shall be pd. to agt. upon op. being exer., deducting any comm. previously pd. for leasing. Acreage and Ranches—Not less than 3% of pur, price.

Exchanges-Each party to pay full comm.

Legies

Rental-Mo. to mo. (bus. or res.), 25% of

Resid.—5% of total rent. No chg. to be less than comm. due on mo. to mo. rental. Business—4% of total rental for the lt 3 yrs., 1½% of total rental for bal. of term. For leases for term of 1 yr. or less, 5% of total rental.

Percentage Leases—Estimated amt, shall be received by agreement of leaser and agr. from best information obtainable, and comm. payable thereon according to above schedules without subsequent adjustments. Alternative—agt. may, at his op., elect to await at stated periods to be agreed upon, actual deter. of rents received during such periods from such proceeds, and be entitled for leasing comm. If min. rental is specified, broker is entitled to usual rate on min., plus addit. comm. on all overage. Long Term Leases (More than 25 yrs.)—Comm. shall be same as sale.

Monogement
Resid.—Incl. flats, duplex, houses—5% of

rents coil.

Bus. Prop.—(Hotels, apt. houses and bungalow courts)—5% of rents coll. except where
mo. rent from single tenant or aver. mo.
rental of two more tenants in the same
bldg, is over \$500, the chg. shall be 3%.

Appraisals
Individual—Min. fee, \$10 for each parcel of land.

Expert Testimony-The min, fee shall be \$50 per day or portion thereof.

SAN FRANCISCO

Sales

Impr. City Prop.—5% to 50 M; 21/2% on bal.; \$100 Min.

Unimpr. City Prop.—5% to 50 M; 21/4% on bal.; \$50 Mia.
Country Prop.—5%.

Acreage & Farm Prop.—5%. Leases and Leaseholds—Reg. leasing comm. for unexp. term, plus 5% of cash or other consid. pd.

Exchanges—Full sales comm. pd. by each party.

Logges

ommercial, Industrial & Residential Prop.— Not less than 5% of the gross rental for the first year; plus not less than 4% of the gross rental for the second year; plus not less than 3% of the gross rental for the hird year; plus not less than 1½% of the third year; plus not less than 1½% of the third year; plus not less than 1½% of the lease. Where the lease is the originating cause of new construction, the commission shall be computed as shown above for lease up to three years then plus not less than 2% of the gross rental for the term exceeding on the control of the property of the term exceeding the control of the property of the term exceeding the control of the property of the term exceeding the property of the property of the term exceeding the property of the

three years.

Month-to-Month Tenancy—Commercial and Industrial—50% of first month's rent where monthly rent a does not exceed \$50. Min. \$10. \$30% of first month's rent where monthly rent where monthly rent exceed seed and the seed of the seed of

in all cases. Min. \$10.

Rules—I. For renewals chg. ½ reg. comm. on rent in new lease. 2. If op. to pur, in exer., chg. sales comm. minus any previous leasing fee. 3. If op. to renew is exer., chg. comm. as if renewal period were part of orig. lease. 4. Long term leases, reg. leasing comm. when does not exceed sales comm.; in that event compute by capital. aver. annual net income at \$6%.

nual net income at 6%.

vercentage Lease—II lease provides minrental comm. payable for entire term when
lease is made. If lease does not provide minrental, comm. based on 75% of fair current
market rental val. shall be nd. when lease
is made. Broker and leasor may estimate
for addit, comm. until end of list vr. or two
or three yrs. (as agreed) when actual amt.
a but the state of but of but, one may be deter, and that amt.
a hall be used as a basis for the entire term
of lease, or if agreed, comm. for bal. of
finite amts. are known.

Charge 3% to 5% of gross collections, plus reating and leasing commissions, depending on the type of property and the time and work involved.

Management includes payment of taxes, supervision of repairs, and maintenance and care of property.

Collection of Rentals

Rents Up to \$100-\$1.00 each. Rents Over \$100 to \$200-\$1.50 each.

Rents Over \$100 to \$200—\$1.50 each, Rents Over \$200—1% of each rental, Subject to a minimum of \$1.00 for each rental, Covers collection of rent only and does not include management or care of property.

SEATTLE

Soles

City Prop.—5% to 100 M, 2½% on bal.;

Min. \$200 for impr. and \$100 for unimpr. Subdivisions-20% min., plus adv., or by special agreement,

Impr. Farms, Acreage & Tracts Outside Corporate Limits of a City—10% to 100 M, 5% on bal. Leases & Leaseholds—10% to 15 M, 5% on bal.

Exchanges-Full comm. paid by each party.

Ground—Over 15 yrs., 5% on val. by capital. annual income for 25 yrs. plus 25% more than on sale of fee. Under 15 yrs., 5% of all rents incl. of \$100 per mo., plus 25% on all over. Increase Comm. 25% for erection of bidg., or extensive alterations.

on all over. Increase Comm. 25% of execution blidg, or extensive atternations. Impr. Prop.—(Rental or lease, except resid, less than 1 yr., 1st mos., rent; 1 yr., to 5 vrs., 5% total rent. Min. 1 mos. rent; Over 5 yrs., 5% total rent. Min. 1 mos. rent; Over 5 yrs., 5% total rent. Min. 1 mos. rent; Over 6 yrs., 5% total rent. Min. 1 mos. rent; Over 6 yrs., 5% total rent. Min. 1 mos. rent; Over 6 mos., same rate as other impr. property.
Rules—1, For percentage lease, comm. based on nin; rental provided for in lease or fair rental value, whichover is greater. Comm. on excess rents shall be paid when rec'd on the rent of the property of the paid when rec'd on the rent of the paid value of the rent of the paid value of the paid

Gen.—Collections: 6% on gross under \$50 per mo.; 5% over \$50 per mo. \$1.50 per max min. per tenant. Furn. houses, 10%

of rent. Transfer of lease, 25% of 1 mos. rent. min. of \$10, paid by assignor. If representative required on premises, salary paid by owner in addit. to reg. mgmt. fees.

Apprulsels

Resid. Prop.— \$25 to 5 M or less; \$1 addit. per M. Bus. Prop .- By arrangement, \$50 Min

Farm Prop. and Acreage—Same as bus. prop. Mileage chgd. both ways. Val. as of prior date, increase fees 50%. Leaseholds by

SOUTH BEND, IND

Impr. Prop.—5% on sales price. Min. \$100. Unimpr. Prop.—5% on sales price. Min. \$100. Exchanges—Same as cash sales with comm on both sides.

Farm Prop.—5%, Min. 100 M. Per. Prop.—10% on 1st 500 M. 5% on bal. Comm. and Indus. Prop., Impr. and un-impr.—5%, Min. 100 M.

Short Term-50% first mos. rent. Long Term-5% of tot. rental. Min. 1/2 1st mos. rent, by agreement on ext.

Rent Coll. 5%. Min. \$1 in South Bend and Mishawaka; 10% outside of city limits; 50% lst mos. rent. for securing new ten-ants; \$1 for service "Notice to Quit"; 5% gross amt. of rent on yr. lease.

Maintenance-Supervising of repairs, 10%

Approximate

Resid. and Unimpro. Prop.—\$1. per M or fraction thereof on val. shown, plus \$15 Min.

Min.

Comm. Prop.—\$1. per M or fraction thereof on val. shown, plus \$25. Min.

Farm Prop.—\$1. per M or fraction thereof on val. shown, plus \$30 Min. mileage 10: per mile outside \$1. joseph County.

Indus. Prop.—\$1. per M or fraction thereof on val. shown, plus \$30 Min.

SPOKANE

Impr. Prop.-5% 1st 60 M, 21/2% bal.; Min. \$150. Unimpr. City Prop.—10% 1 M, 5% bal. Min. \$50.

Out-of-town-5%. Min. Impr. Prop. \$150. Unimpr. Prop. \$50. Exchanges—Full comm. both sides.

Rentals and Management Bus. Prop.—5% rent; min. \$2 per mo.

Res. Prup.—1/3 1st roo. rent. Min. \$5 rentals to \$15; \$7.50 above \$15. 5%; mo. gross rents collected. Min. \$2 per sper occupied unit. Fur. houses double turnished.

Bus. Prop.—50% 1st mo. rent mo. to mu basis. I mos. rent to \$900, Min. \$25, 5% above plus 2½% addit. yrs. Res. Prop.-5% 1st 2 yrs. 1% thereafter. Furnished houses double.

Appraisals
Resid. Prop.—\$2 per 1 M, Min. \$15. Bus. Prop.—\$2 per M to 500 M; \$1 per M above 500 M. Min. \$25. Expert Testimony \$25 each half day or last

SPRINGFIELD, MASS.

Salas

Impr. City Prop.—5% to 25 M; 3% on bal. Min. \$75.

Unisspr. City Prop.—To 1 M, 10%; 1-10 M, 10% on 1st M, 5% on each addit. M; over 10 M, 5%% on 1st 10 M, 3% on each addit. M; \$50 Min. Country Prop.—Within 10 mi. 5%; over 10 mi., 10%. Min. \$100.

Indus. Prop.—6%.
Bun. Chances—10%. Min. \$30,
Exchanges—Full comm. pd. by each party.

Legina

Short Term—Resid: Tenants-at-will, 5% on yearly rent. Min. \$15. Bus. prop. stores, offices: Tenants-at-will, 50% 1st mos. rent; Min. \$25. Fur. houses & apts., 7% of yearly rent or fraction. Min. \$15.

yearly rent or fraction. Min. \$15.
Long Term Leases—Business praperty, stores, offices, manufacturing space. On all lease up to and including 3 M per year, 66 of 1st year's rest, and for each year therepoints of the space of 1st year's rest, and for each year they specified in the space of 1st year, and 26 of the space of 1st year, and 26 additional for each year thereafter on life of the lease. Min. \$50.

Coll.-City prop., 5%; sub. prop., 10%. Min. \$5 per mo. per owner. Care & Supervision—10% on amt. expended.
Unimpr. Prop.—on diaburaements, 5%. addit.
for special services.

Approlants
Beard-\$1 per M, Min. \$25; outside city
Min. \$75. Expert Testimony-By agreement.

SYNACUSE

Impr. Prop. (radius of 7 mi. from Cliaton Sq., Syracuse)—5%; Min. \$100. Outside 7 mi. radius—8%; Min. \$100. Unimpr. Prop.—10% to 5 M; 5% on bal. Min. \$50.

Subdivision-By contract.

Leaseholds—Leasing comm. (or unexp. term plus 5% of any cash or other consid. pd. by pur. of leasehold. Indus. Prop.—Not less than 5%, Special services by agreement. Min. \$100.

Business-10% Exchanges—Full sales comm. pd. by each party.

Leasus

Short Term-60% of 1st mos. rental. Gross and net leases-5%; max. of 1 aver. yrs. rental.

Renewal or Extension—Same as origi. lease Renewal or Extension—Same at origi: lease. Percentage Leases — Where there is min-rental, 75% of entire term payable upon closing of lease, and 5% on oversplous as rent is paid to leasor. Where there is no min., comm. to be computed as if lease contained min. of 70% of owner's asking price. Bal. to be paid as above. Option to Purchase—Reg. leasing comm. and full sides comm. in event prop. is sold un-der option rights.

Fur. Prop.—Reg. comm. on both bldg. and contents.

contents.

Agricultural—10%. If on crop sharing basis, comm. shall be computed on estimated cash rental val. If ogt. elects to coll. comm. when crop share it received, comm. shall be not less than 10% of lessor's share of gross rental.

Collections—Reg. cosm., for sales, rentals, leases or rentals plus 3% on gross annual coll.; mis. 35 per mo. for each family or other unit of occupancy; weekly coll., 10%; min. 55 per mo. for each family or unit. Supervision of Repairs—10% to 2 M; ower 2 M, in accordance with services rendered.

Appraisal Fees

Fees to be based upon work involved. Not less than \$1 per M. Min. \$25.

tess than \$1 per M. Min. \$25. Expert Testimony — \$30 per day whether spent in court, private hearing, investiga-tion or research. Where expert testimony involves a valuation, appraisal fees shall be chgd.

TACOMA, WASH.

Sales

Impr. or Unimpr. Prop. within corp limit 5% on 1st 50 M. 24/% on excess. \$10 mis. on impr. prop., \$30 on unimpr. prop. Acreage and farm prop. outside city—10 on sales price. Min. \$100. Impr. suburba homes in metropolitan area, 5%.

Lances

Mo. to mo.—//4 of 1st mos. rent. Min. \$20. 5 yrs. or less—5% of total rent. Min. \$25. 5 to 15 yrs.—5% of 1st 3 yrs., plus 25% 5 to 15 yrs.—5% of 1st 3 yrs., plus 25% 5 to 15 yrs.—5% of 1st 2 yrs. plus 25% 5 yrs.—5% of 1st 2 yrs.—5% of 1st 2 yrs.—1st 2 yrs.—5% of 1st 2 yrs.—1st 2 yrs.—1

6% when separate tenancies aver, under \$50 per mo. Min. \$1.50 per tenant per mo. 5% on rentals aver. \$50 per mo. or more. 10% on furnished houses. 10% of the cost for supervision of repairs or alterations.

Appreisals

5 to 15 M; from 15 M to 50 M, \$25 plus
\$1 per M above 15 M, 50c per M above
50 M.

TAMPA, FLA.

Suggested Rates Sales

Impr. City Prop.—5%, min. \$50. Subdivision Prop.—By, agreement, Unimpr. City Prop.—5%, Min. \$50. Farms, Acrespes & Country Prop.—Unless otherwise specifically agreed, on groves, farms, acreage, of one acre or more, outside the property of the property of

All types prop. -5% of mo. rental for full term of lease.

Repairs—10% to \$300; 7% next \$200; 5% next \$300; 3% next 1 M or mure. Collections—Res. unfur.; ½ of lat mos. rent and 5% of mo. coll., with min. of \$2; 10% on weekly coll. Res. fur.: same as unfur. except 10% of mo. coll. when broker pre-

TOLEDO

Solar

Impr. City Prop.—Min. 5%. Min. \$100. Unimpr. comm. prop.—Min. 10%. Unimpr. Indus. Prop.—Min., 10%. Bus. Opportunities—10% min. on sale

pportunities—10% min. on sale of business or equipment.
Farm property—Min. 39c. Min. 3100.
Farm property for commercial, industrial or subdivision purposes—Min. 10%.
Residential fots—Min. 10%, Min. 350.
Residential fots—Min. commission paid by each party in accordance with this commission schedule.

Leases

Resid. Prop.-Min. 4%.; Min. ½ of 1 mos rent. No chg. less than \$10. rent. No chg. less than \$10.

Bu. Prop.—Min. 4% on gross rentals up to 20 yrs. Over 20 yrs., same as sale, based on capital of 1 yrs. rent at 5%. (Where annual rents not uniform, take aver. rent for 1st 10 yrs.) "They.)—Reg. sales comm. Long Term (90 yrs.)—Reg. sales comm. In the 10 yrs. at 5%.

Bulse—1. On renewals, full comm. 2. If op. 1st 10 yrs. at 5%.

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Bulse—1. On renewals, full comm. at 5%.

Bulse—1. On renewals, full comm. on percentage clause. (Apply to comm. on percentage leases up to 20 yrs. only).

Management

Call .- Min. 5% on all rents coll. Min. \$2 per

pervision of Repuirs—10% of cost. In addit, to mgmt. chgs., 4% comm. on leases or rentals.

Apprecials.

ard—Val. up to 25 M, the appraisal shall be made by not less than 2 members of the Valuation Committee. Val. totaling 25 M members. Val. totaling 25 M members. Val. totaling 10 M and upward by not less than 5 members. Residential \$10 Daic plus 35 per M of total val. Min. \$25. Business, commercial or industrial property \$10 Daic plus \$5 per M. Min. \$30.

TRENTON, N. J.

Sales

lapr. prop.—5%. Min. \$50. laimpr. prop.—10%. Min. \$15. arms and acreage—5%. achanges—Rates to both parties same as for sales.

Leases

types prop.—5% of total rent. Min ½ bal fur. of lat mos. rent. ren. ren. ren. ren.

Managamoni

Collections—5% Temporary rentals—10%.

TULBA, OKLA.

Sales

Impr. & Unimpr. City Prop.—5%; Min. \$50. On tale price of less than \$500, Min. \$25. Subdivisions—15%. Ind. Acreage, Farms and Sub.—5% of sale

price.

Exchanges—Reg. comm. shall be pd. by each
party on accepted val. Af. comm. pooled and divided equally between primary

Stock, Fixtures and Personal Prop.-10%

Leases

Short Term—Mo. to mo., where owner coll., % of I mos. rent, Min. \$10. Where agt. coll. mo. to mo., ½ of I mos. rent, Min. \$10. Where agt. coll. mo. to mo., ½ of I mos. rent, min. \$10. Bus. prop., addit. 5% to 5% (as agreed) of each mos. rent, \$2 min. per unit. Res. dupl. or apts., 5% each suc. mos. coll., min. \$2 per unit. Outside of special colling of the special

25 min. per day. Expert Testimony—\$25 for each court ap-pearance or preparation of testimony.

for bus. prop., 5% of each subsequent most, ent; for resid, prop. in city limits, min. \$2 per unit; 5% of each subs. most rent with min. of \$2 per tenant per most. min. of \$3 per tenant per most. min. of \$3 per tenant per most. min. of \$3 per tenant per most, negro prop., 10% of gross rent, min. \$3 per unit. anagement—Contracts between owner and agt, that la pecifically set fee as to per cent bursements for repairs and maintenance.

WATERBURY, CONN.

Impr. Prop.—5% Min. \$100.

Unimpr. Prop.—10% Min. \$100.

Unimpr. Prop.—10% to 1 M plus 5% to 3 M, plus 3% over 5 M; Min. \$50.

Indus.—5%; Min. \$50.

Farms, Sub. Bidg. Lous, etc.—10% to 3 M, 5% over 3 M; Min. \$30.

Exchanger—Reg. comm. from both.

Exchanger—Reg. comm. from both.

Min. \$100.

Exchanger—10% to 2½

M. 5% blove Below \$300, by agreement.

Min. \$100.

Short Term Resid.—If rent is less than \$25, 1st mos. rent; \$25 to \$50, \$25; more than \$30, ½ of 1st mos. rent; Long Term Resid.—If rent is more than \$50 a mo., 2% on rent. Min., 1st mos. rent; less than \$50 a mo., full list mos. rent; less than \$50 a mo., full list mos. rent; less than \$50 a mo., full list mos. rent; less than \$50 a mo., full list mos. rent warehouse or Garage Prop.—5% aggregate rent and 5% on renewalt; Min. \$50. Mercantile—jo list mos. rent. 2% on renewalt; Min. Percentage Leases—Comp. based on the property of the property of the second property of the property of t

\$30. Percentage Leases—Comm. based on a guarantee plus add. comm. annually excess, at same rate.

Bus. Prop.—5% or by special agreement, on cost of impr. 5% or by special agreement, on cost of impr. 5% or by special agreement. On cost of improvements, 195%, in case of termination of mgmi, contract, 2% on all leases closed, plus 2% on renewal of total aggregate rent for term remaining op, in lease, when exer.

Appraisals
Individual-1/10 of 1%, Min. \$10. Board-1/10 of 1%, Min. \$25.

WESTCHESTER COUNTY, N.Y.

Resid.—\$100 to 2 M, 5% on bal.
Other Prop.—5% to 100 M, 25% on bal.
Lease and Leaseholds —25% on consid.,
plus reg. leasing comm. on bal. of term.
Subdivisions—By agreement.
Good Will, Goods and Chattels—10%.
Exchanges—Reg. comm. pd. by both parties.

Legios

Bus. and Resid. Prop.—I yr. or less: 5% on I yrs. rent (or 15% of total reat, which-ever is leaser, Min. \$25.). I-10 yrs.: 5% of list yrs. rent; 2½% on bal. 10-21 yrs. Same comm. as above on list 10 yrs.; 1½% on bal. Over 21 yrs. Same as above on list 21 yrs.; ½ of 1 % to 50th yrs.; ½ of 1 % on

yrx.; ½ of 1% to 50th yr.; ½ of 1% on bal. Fur. Prop.—6 mos. to 1 yr., 5% on amt. equal to yr. by the prop. 10 mos. to 1 yr., 5% on amt. equal to yr. bal. (For addit short time leases to same tenant, 5%).

Vacant Land—6 mos. or less: 10% 6 mos. to 1 yr.; 5% on amt. equal to yrs. rent; 5%; 5% on amt. equal to yrs. rent; 5%; 5-10 yrs. 3% of; 2/5% on bal. Ruis—1. On percentage leases, chs. comm. on min. guarantee (or if no min., on 3/6 of aver. anonual fair market rental val. for of aver. anonual fair market rental val. for other common on models. rent as due, as though us form on addit, rent as when lease was made. 2. If leases purprop., chg. sales comm. less pro rata portion of rent comm. on unexp. term. 5. If renewal op. it seer., chg. addit. comm. as the common on the common on the common on the common of the common

Individual—Subj. to agreement. (Does not Pr cover expert test.) Expert Testimony—Subj. to agreement.

WICHITA, KANS.

City Prop.—5% to 50 M; 21/2% on bal. Min.

\$50.

Farm Prop.—5% to 50 M; 2½% on bal. Min. \$50.

Eachanges—5% to 50 M; 2½% on bal. Each party paying reg. comm.

Bus. Changes—Stocks of goods, automobiles, garages, rooming houses, etc., etc., 5% on selling price.

Gross & Net Leases 5% for 1st 3 yrs.; 3% for next 2 yrs.; 1% thereafter until comm. equals but does not exceed sales commission.

mentuls and Management
of Rests—On mo. to mo. basis, 50%
Ist mes. rent with min. of \$7.50, plus:

Mo. to Mo. Tenancies—Not less than ½ of lst mos. rental.

Appreliatie

Board—\$2 per M to 500 M, \$1 per M thereafter. Min. \$25.

Expert Testimony—\$25 per day per man.

WILMINGTON, DEL

(Min. \$50)

Impr. City Prop.—5%. Industrial—8%. Stock and Fixtures—5%. Exchanges — Comm. as above pd. by both

Exchanges — Comm. as above pd. by both parties.

Menagement

Operational Real Estate—3½%. (Operational real estate shall be deemed to be a group at real estate shall be deemed to be a group constructed, or in process of construction, by a builder or developer. The builder or developer is to pay, in addition to the commission, for all advertising costs.)

Resid. Prop.—30% 1st mos. reat; 5% for mgmt. and coll. (excl. 1st mos. reat.). Min. 3j per mo. per tenant. Owner mgmt., Min. 3j per mo. per tenant. Owner mgmt. reams as resid, prop. Owner mgmt., same as resid, prop. Owner mgmt., 5% total rent. Owner mgmt., 3½% 1st yrs. rent., 3% bal. of term of lease.

bease.

community Garages—Mgmt. and obtaining tenant, Min. 10% of rent coll.

Appraisals

Board—\$25 for 1st 5 M; \$1.25 per M for next 95 M; \$1 per M in excess of 100 M. Individual—\$15 for 1st 5 M; plus \$1 per M in excess of 5 M.

WINNIPEG, MANITOBA

Seller

Winnipeg, St. Bonilace, Brooklands, Charles-wood, East Kildonan, Fort Garry, St. James, St. Vital, Tuxedo, West Kildonan— 5% on the 1st 5 M, plus 5% on the balance. Min. impr. prop., \$100; unimpr. prop., \$25. Charges on subdivision sales shall be

a matter of contract, uburban, Including Acreage—10% on lat 2½ M plus 5% on the balance. Min. impr. prop., \$100; unimpr. prop., \$50. Charges on subdivision sales shall be a matter of

on subdivision sales shall be a matter of contract.
Farm Lands—\$1.00 per acree on all sales at leas than \$20 per acree, 5% on all sales at \$20 per acree, 5% on all sales at \$20 per acree over, Min. \$30.
Fig. 10 per acree over, Min. \$40.
Fig. 10

Property Management (Where rents are collected by agent)

(Where rents are cellected by ogen!) Winnipeg, St. Bonilace and Adjoining Municipalities.

Small Business Properties or Stores—For negotiating and making leases. 124% of first month's rent. Min. 33. Plus 5% on rents collected. Min. 31 per month. Renewal of Leases—61% of first month's rent. Min. 33. Plus 5% of rents collected. 31 per month. No charge for renewal of the store of th

IU% on rents collected. Min. \$1.30 per month. Where a net lease provides that taxes are to be paid by the Leases, the taxes shall be construed to be part of the rent on which the broker's commission is computed, using as a basis the taxes for the current year or the latest year available, been previously assessed, the taxes may be estimated, but in the event of such estimate not being astifactory to both parties, an assessment by the taxing authorities, an assessment by the taxing authorities, an assessment by the taxing authorities, and the such property Management—Management, as used herein, includes making of collections, keeping of accounts, renting, leasing and operation of property.

Leases

Where rents are not collected by agent—Note—When Lease but the privilege of renewal, the Lease hall pine privilege of renewal, the Lease hall pine privilege of renewal at the time of renewal at the same rate as though the lease, when first written, had covered the whole term. For Procuring Tenant—Winnings, St. Boniface and adjoining municipalities and adjoining municipalities of the lease, or 25% of the first month's rent, whichever is the larger. Min. 35. Store, Business and Industrial Property—3% of the total rental of the Lease for the balance of the term. Store, Business and Industrial Property of the lease for the balance of the term of the lease for the balance of the term. Store, Business or 50% of the first month's rent, whichever is the larger. Min. \$10. Ground Rent—25% of the total rental of the lease, including the amount of the property.

erty tax (if tax is paid by tenant) for the term of the lease. Where the property is of the lease, the fee is to be computed for othe full term on the basis of the average annual rental for the first 5 years. Percentage Lease—For procuring tenant were considered to the first 5 years, and the same service of the first 5 years, and the same service of the first 5 years, and the payment of a min, rental whether payable monthly or otherwise. 3% of the tenanthly or otherwise. 3% of the tenanthly or otherwise, 5% of the total rails. rental for the first 5 years, and of the term, payable forthwith; and, the same percentages on any additional rental for the first 5 years, and at the end of each year from the commence—for the first 5 years, and at the end of each year from the commence—farm Lease—5% of the total rental of the lease, Min. \$25 for each quarter section or fraction thereof. \$40 for each half section. Larger farms, by Agreement.

Appraisals

Appresient

Appresient

City and Suburban Property Valuations

The mis. charge for making valuations shall be as follows: On all valuations up to \$25 M, \$30 on each M with a min. \$15. Plus \$25 m, \$30 on each follows: On all valuations up to \$25 M, \$30 on each M with a min. \$15. Plus \$25 m, \$30 m, \$40 m

WORCESTER, MASS.

Sales

Resid., Tenement, Apts., and Bus. Prop.— 5% to 25 M; 3% 25 to 50 M; 2% over 50 M; Min, \$100. Factory Prop., Garages and Special Types— 5%. Lands—House lots, 5%; Min. \$50. Cacanercial Lands—16, \$100. Sub. Prop.—Adjoining towns 5%, other towns 6%.

6%. Changes—10% to 5 M; 5% on bal. Exchanges—Comm. as above pd. by both parties.

Leaves

Bau. Fremises—4% 1 yr., 2% bal.; Min. \$25.
Less than 1 yr. over \$50, \$35% of mes. rent.
Min. \$10.
Sorrages, Indus. Fremises, Commercial and
Indus. Land—5% for 1 yr., 3% on bal.
Apt. and Read. Prop.—5% on 2 yrs. rent.
2% bal. of term. Less than 1 yr., 50% of
1 mos. rent. Min. \$25.
Renewah—½ reg. comm.
Less than 1 yr., 50% of
1 mos. rent. Min. \$25.
Renewah—½ reg. comm.
Less than 1 yr., 50% of
1 mos. rent. Min. \$25.
Comm. to comm. of the exceed anti.
Chargeably for both—II op. is exer., addit.
comm. to equal sales comm. plus comm.
on lease to time of sale.

Rent Collections—Apt. and tenements—10%; other properties—5%. On cost of improve-ments supervised, 5%.

YOUNGSTOWN, OHIO

Sales Resid. and Bus. Prop.—5%. Min. \$100. Exchanges—Comm. as above pd. by both parties when there are 2 agts. When one agt. represents both parties, 5% gross sell-ing price from each owner by agreement.

Short Term—1/2 of 1st mos. rent.
Long Term—1/2 of 1st mos. rent.
Long Term—1/2 to 20 M; 2½/4/6 on excess.
Percentage Lease—Comm, od. on min. rent,
addit. comm. when bal. of rent is pd. to
landford. Without min. rent—at end of
90 days, statement will be given to broker
on which to base min. rent. and he will
coll. on that basis for term of lease. If
alse exceed ant. on which estimate broker
has been pd., addit. comm. to be coll. on
ceces sales, payable comm. be coll. on
ceces sales, payable
green, renewal op. is east.,
agt. receives reg. comm. 2. If op. to buy
cert., reg. comm. Les beasing comm. on
unexp. portion of lease.

Approisals

Board—\$25 min. for each parcel for 1st 5 M; \$2 per M. for excess. Expert Testimony—\$100 per day for each prop., subj., however, to special agree-ment.

Resid. Prop.—10% on amt. coll. Min. \$1 per mo. per tenant.

Bus. Prop.—5% total collection, Min. \$100. Repairs—10% of expenditure for supervision are to be pd. for at reg. comm. rate.

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Fairfield—See Baldwin County
Creamond—See Tour Sauth
Greenwood—See Tour Sauth
Fritchard—See Mobile
Summerdale—See Baldwin County
Spring Hill—See Mobile
Summerdale—See Baldwin County
Spring Hill—See Mobile
Summerdale—See Baldwin County ummerdale—See Baldwin Farrant—See Birmingham Fheodore—See Mobile Vylan—See Birmingham

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Basemore, Toom C., 1390 Noble St.
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Butler, George H., 26 W. 11th St.
Copeland, John R., Ir., 1330 Noble St.
Daniell, G. B., 1330 Noble St.
Daniell, G. B., 1350 Noble St.
Daniell, G. B., 1350 Noble St.
Dial, George B., 25½, W. 11th St.
Dial, George B., 25½, W. 11th St.
Holland, Horrace C., 1370 Noble St.
Holland, Horrace C., 1370 Noble St.
Pippin, W. C., 20 E. 10th St.
Scully, H. J., Radio Bidg.

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EST. 1886

JOHN G. DEARBORN

President

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Andrews-Wood Realty Co., 2206 S. Bith St.
Bearley Realty Co., 221 N. 22nd St.
Berry, J. H. Realty Co., 2910 N. 27th St.,
(7).

(7). Bessemer Coal, Iron & Land Co., P.O. Box 37. Birmingham. Beasemer Insurance & Realty Co., 1822 3rd Ave. N. Bessemer. Bonner, Tom, Realty Co., 2109 1st Ave. N., Bothly Realty Co., 601 Title Guarantee Blogs.

Doothby Realty Co., 601 Title Guarantee Blidg.
Borders & Co., 20 N. 21st St.
Borders & Co., 20 N. 21st St.
Bradford-Garreit Real Estate & Insurance
Bradford-Garreit Real Estate & Insurance
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Brown, R. A., & Co., 2012 1st Ave. N., (3),
Brown, R. A., & Co., 2012 1st Ave. N., (3),
Brown, R. A., & Co., 202 1st Ave. N., (3),
Brown R. A., & Co., 202 N. 21st St.
Gabill Rivy & Ins. Co., Massey Blidg., (3),
Chichester, C. H. & C. H., Jr., 1st Nat'l
Blidg., (3),
Chichester, John D., Jackson Blidg., (3). Chichester. John D., Jackson Bldg., (3), CLARK, FRANK B. & CO., 2091/2 N. 21st St., (3), St., (3). Clark Realty & Ins. Co., 16 N. 21st St., (3). Cobbs. Allen & Hall Mortgage Co., 2119 6th Ave. N., (3). Crook Realty Co., 2117 1st Ave. N., (3). Crow Real Estate & Ins. Co., 610 N. 20th St., (3).

Davis & Major, Inc., Frank Nelson Bldg. (3), DEARBORN, A. R. & CO., 411 N. 21st St. Delony Realty Co., 419 S. 18th St., (3). Dobbins, W. D., Geo. & Durall, 218 N. 21st

Dobbins, W. D., Geo. & Durall, 218 N. 21st St. (3). Donald Real Estate & Ins. Co., 4802 Gary Ave., Fairfield. Edwards Realty Co., 1820 3rd Ave., No., Bessemer. Bessemer. ENGEL REALTY CO., 1921 First Ave., No., (3). Ensley Co., 1914 Ave. E, Ensley, (8). Erwin Realty Co., 1105 Ford Ave., Tarrant,

(7). Eubank, Peyton A., 1909 Ave. E. Ensley, (8). EVANS-MILLS & CO., INC., 314 Massey Bidg. H. L., Real Estate Co., 209½ N. 21st St., (3). Ford-Myatt & Ebaugh, 2115 First Ave., No., (3).

(3).
Fowlkes & Jones, Inc., 312 N. 21st St., (3).
Franklin-Patton Real Estate & Ins. Co., 2124
First Ave., No., (3).
Garber-Cook & Hulsey, 2024 First Ave., No.,
(3). Green-Darden Realty Co., Woodward Build-

Green-Darden Realty Co., Woodward Building, (3).
Green-Morris Agency, 63 Church St., Crestline Hts.
Gr., 2024/g First Ave., No., (3).
Hanby-Nobinger & Mitchell, Lyric Bidg.,
Birmingham (3).
Harris & Bates, 1911 Ave. E, Ensley, (6).
Harris & Bates, 1911 Ave. E, Ensley, (6).
Hester Real Estate & Ins. Co., 220 N. 21st St.
Hodo-Weaver Companies, Protective Life
Bidg., (3).
Homes, Jac., 3618 20th Ave. N.
Homes, Jac., 3618 20th Ave. N.
Horn Realty Co., 18 N. 21st St.
Hull, W. E., 622 Massey Bidg., (3).
Jackson Securities & Investment Co., Jackson
Bidg., (3).

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Lavette, A. O., 220 Woodward Bldg. LEEDY, W. B. & CO., 2131 3rd Ave., No., (3). Leonard, C. E. Mortgage Co., 1910 5th Ave., No., (3). Levens, R. K., 1840 Pinson St., Tarrant, Ala. Macke Real Estate & Investment Co., 729 N. 21st St., (3). Major Realty Co., 10 N. 21st St., (3). Manly, R. F. & Co., 1920 Fifth Ave., No.,

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Arkansas County Real Estate Board

ive Members, 9; Others, 1

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Barks, Ray O., Stuttgart. Gere, Orin C., Stuttgart. Dann, L. E., Stuttgart. Estine, F. E., Stuttgart. Malle, Fred. Stuttgart. McDonald. D. C., Stuttgart. Robnolt, W. S., Stuttgart. Sweneman, Anne, Stuttgart. Sweneman, Anne, Stuttgart.

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Active Members, 9.

President: O. E. Brown, Massey Hotel. Secretary-Treasurer: J. R. Cruig, P.O. Box 246.

Brown, O. E., Massey Hotel, Crais, J. R., P.O. Box 246. Gledhill, Allen, Soath Side Square, Herrington, V. L., South Main St., Jones, W. H., Park Theater Bidg., Marley, Lloyd, Bank of Bentonville. Peck, Terry, Peck Bidg. Scrugge, F. K., United Farm Agency, U.S. Stephenson. Clos. P. F. F. 6. Stephenson, Cloe, R.F.D. 3.

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David, E. B., 416 W. Main St.
Dean, T. F., 1130 W. Ash St.
Earls. Cecil. Glencoe Bldg.
Gill. Noble. Glencoe Bldg.
Godwin, Sam, 416 W. Main St.
Joyner, F. B., 120 S. 2nd St.
Lee. George M., 1121 Ash St.
Lee. George M., 1121 Ash St.
Lee. George M., 1124 S. 2nd St.
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Mark. John. 115 S. 2nd St.
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Clinton

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Active Members, 10

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Bidg.
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Gentry, C. E., Front St., Conway.
Hill, V. D., Front St., Conway.
Hill, V. D., Front St., Conway.
Oven, G. E.
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Reynolds, Lee W.
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Speaker, Ed., Front St., Conway.

Craighead County Real Estate Board

Active Members, 16.

President: C. W. Pittinger, Jonesboro. Secretary: Mittie Carter, Jonesboro.

Secretary: Mittie Carl, Barkley Carl, Carter, Miss Mittie, Cartwright, E. O. Chunn, Mrs. J. C. Cruse, Bert., Greenhaw Geo. N. Jinks, W. H. Knott, G. B. Lane, Alba, McAdams, John. Pardew, Guy A. W. Schnee, Asa. Well, Herbert L. Worthington, Ray.

DeQueen Real Estate Board

Active Members 6

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Eagle, J. D., Crawen Bldg.
Hammond, H., D., Eagle, Bldg.
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McKinney, George F., McLlroy Bank Bldg.
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Vann. R. I., 2220 Rogers
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Williams, Mr. Verras, Van Buren.
Woods, Sam T., 1st Nat'l Bank Bldg.

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Ellis, Fred, 122 E. 2nd St.
Ellis, Leonard F., 108 E. 2nd St.
Foster, Vincent W., 108 E. 2nd St.
Franklin, Bob, 106 S. Main St.
Hill, Frank O., 122 E. 2nd St.
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Porterfield, Floyd, 110 S. Main St.
Porterfield, Malcolm, 110 S. Main St.

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Dodson, Walter J., 625 Central Ave.
Harper, Frank B., 348 Broadway.
Housley, Frank Arkansas Trust Co.
Leson, J. N., 615 Park Ave.
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Thrash, Ed. M., 619 Central Ave.
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Active Members 2

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Outes, L. E., Paris. Schaffer, A. R., Charleston. Shoemake, B., Paris. Vance, H. H., Paris.

Marked Tree

(Individual Member) Noble, Curtis, 275 S. Main St.

Monticello

(Individual Member) McCloy, Joe

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Hesse, R. E., Hgwy. 71, South, Lowell, Larimore, F. E., 114 S. 2nd St. Mackey, E. F., 1191/2 W. Walnut St. Penn, Clyde, 117 S. 2nd St. Payae, Howard A., Hgwy. 71 South. Shaffer, R. L., Hgwy. 71 South. Vogt, R. L., 113 W. Elm St.

Pussellville

(Individual Member)

Roper, W. B., United Farm Agency.

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Springdale Real Estate Board

Active Members, 7 President: O. H. Phillips. Secretary: J. P. Pettey. Hawkins, O. E. Hazeloff, Henry T. McCamey, Roy. Needham, W. H. Newton, Pauline B. Ozark Land Company. Smith, Horace J.

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Active Members, 10, President: Jerry Watson, Siloam Springs. Secretary-Treasurer: C. G. Eudy, Siloam Springs.

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Active Members, 9. President: Deener Dobbins, Jr., Searcy. Secretary: Phillip H. Pyeatt, Searcy. Adams, John Q., Searcy. Dobbins, Deener, Jr., Searcy. Eubanks, J. T., Searcy. Mitchell, J. C., Searcy. Pycatt, Phillip H., Searcy Pycatt, Phillip H., Searcy. Simmons, H. A., Searcy. Strother, A. P., Jr., Searcy. Tenney, George E., Judionia. Yancey, E. O., Searcy.

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Arlinaton-ose Riverside
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Caliumas—see Redinand, Vaccipa Valley
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O'The World
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World
Cadar Files—see Rim O'The World
Codar Files—see Ran Luis Obispo
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Charter Oak—see San Gabriel
Chico—see Pomona
Chula Vista—see National City, San Diego
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Chico—see Pomona
Chula Vista—see National City, San Diego
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Dan Point—see Lon County
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Davi—see County
Davi—see County County
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Davi—see County
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Danville—see Counts Costa County
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Delano—see Bakersfield
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County
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Fair Oals—see Sacramento
Fallbrook—see Oceanside, San Dieg v
Fawnslam—see Big Bear Valley
Ferndale—see Eureka
Ferndale—see Eureka
Fillmore—see Sacramento
Fort Brage—see Mendecino County
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Garberville Eureka Fortuna—see Eureka
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Gardena—see Los Angeles
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Ilithway Highlands—see Crescenta-Canada
Iliton—see Russian River
Ioliydale—see Southeast
Highlands—see Homet-San Jacinto
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Highlydid—see Hemet-San Jacinto

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yllwild—see Hemet-San Jacinto
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Southeast
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Lucerne—see Cake County
Lucerne—see Cake County
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Madero—see Fresso

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Mantan—see Los Angeles

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Marvins—see Contra Costa County

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Jonnia, Bertha & Frank D., 2201 W. Magnolia
Jones, Arthur D., 4202 Riverside D.

Jones, Arthur D., 4202 Riverside Dr. Khodigan, S. O., 1900 W. Olive Ave. Kolegraff, Clement B., 614 N. Glenor Blvd.

Bivd. Lee, Maria A., 2221 W. Magnolia Blvd. Lee, Robert E., 2221 W. Magnolia. Ludlow, Ray G. & Beulah E., 9870 Sunland Blvd., Sun Valley. Mansfield, Walter W., 1905 N. Glenoaks Blvd. & Markey M., 1905 N. Glenoaks Blvd.

McMorrow, Charles S., 2512 W. Burbank Blvd.
Melton, Frank, 1033 N. Hollywood Way.
Miller, Rodger A. (Miller & Dye Reality),
3111 Burbank Blvd.
3111 Burbank Blvd.
S. Glenoaks Blvd.
Munro, Myrtle. 128 S. Glenoaks Blvd.
Nesbitt, J. A., 2212 W. Magnolia Blvd.
Nesbitt, J. A., 2212 W. Magnolia Blvd.
Newsoon, Georgia, 932 N. Hollywood Way,
Box 1123 Magnolia Park Sta.
Newsoon, Melvin, 932 N. Hollywood Way,
Box 1123 Magnolia Park Sta.
Newsoon, Melvin, 932 N. Hollywood Way,
Box 1124 Magnolia Park Sta.
Newsoon, Melvin, 932 N. Hollywood Way,
House, 124 N. Hollywood Way,
House, 125 N. Hollywood Way,
Paul-White-Carnaban (J. G. Paul), 800 N.
Hollywood Way,
Piazza, Carmelo, 404 W. Victory Blvd.
Preston, Jack, 713 W. Magnolia Blvd.
Preston, Jack, 713 W. Magnolia Blvd.
Revers, Vincent, 4210 Riverside Dr.
Reiner, Emil H., 2404 W. Olive Ave.
Roberts, H. Cedrice, 2501 W. Alameda.
Rov. Ramon, 2030 Olive Ave.
Sandison, W. S., 1922 W. Glenoaks, GlenSandyer, Burton D., 628 N. Glenoaks, IdenSawyer, Burton D., 628 N. Glenoaks Blvd.

Sandison, W. S., 1925 W. Glenoaks, Glendale.
Sawyer, Burton D., 626 N. Glenoaks Blvd.
Simpson, K. K., 1714 W. Magnolia Blvd.
Slettebak, Louise, 3316 Burbank Blvd.
Slettebak, Louise, 3316 Burbank Blvd.
Soudee, Maurine M., 3206 W. Burbank Blvd.
Soudee, Maurine M., 3206 W. Burbank Blvd.
Starlesf, Carl, 1108 W. Glenoaks, Glendale.
Stimpson, Lloyd G., 4210 Riverside Dr.
Stimpson, Lloyd W., 4220 Riverside Dr.
Swanson, Robert 200 W. Harmon,
Stimpson, Lloyd W., 4220 Riverside Dr.
Swanson, Robert 200 W. Harmon,
Thompson, H. V., 910 S. Victory Blvd.
Warrick, Paul M., 8301 Glenoaks, Sun
Valley,
Way, J. C., 3723 W. Olive Ave.
Way, J. C., 3723 W. Olive Ave.
Wells, George A., 2300 N. Spark,
Wells, George A., 2300 N. Spark,
Wells, George A., 2300 W. Marnolia Blvd.
White, Earl L., 3300 W. Marnolia Blvd.
White, Harry A., 914 N. Hollywood Way,
Wilcox, John W., 315 N. Victory Blvd.

Campo (Individual Member) Harris, W. H., Star Route Box 19

Carmel **Board of Regitors**

Active Members, 45. President: Enos Fouratt, Drawer K. Secretary-Treasurer: Elemor Marino, Box 250.

Baldwin, Irene, Robles Del Rio.
Biglow, Mamie, Box D.
Biglow, Mamie, Box D.
Black, Hida, Box 862.
Brooks, Virginia, Box K.
Browsell, Herbert, (Carmel Valley Reality),
Carnel Valley Route, Monterey.
Burchell, Keneth, Box R.
Burchell, W. B., Box R.
Brownell, H. W., Robles del Rio Chester Laura, Box BB. Conlan & Geisen, Box 2522. Conlan, Louis, Box 2522. Conian, Louin, Box 2222.
Dixon, Mrs. Gladys Kingsland, Box 640.
Eklund, William N., Box 2804.
Emerson, Mellie, Box 2804.
Fouratt, Beniec, Box K.
Fouratt, Enos, Drawer K. Geisen, John. Box 2522. Gibbs, Ray, Box 2866. Glambrook, L. W., Bex 1145. Godwin, Harrison, Box 230.

Goss, Ezetha, Box R. Hobson, Betty, Box D. Jackson, Corum, (Carmel Realty), Drawer "C".
Johnston, Gladys R., Drawer D.
Jones, Esther, Box 1814.
Kingsland, Marian, Box 2522. Leininger, D. B., Box S-1.
McNeill, James P., Jr., P.O. Box 2822.
Le Mon Realty Co., Box 325. Le Mon Realty Co., Som 322.
Marino, Eleanor, Bon 250.
Marquard, Peggy Porter, Carmel Valley.
Route, Monterey.
Martin, Andy, Box 254.
McNeill, James P., Box 2822.
Morehouse, Ernest F., Bon R.
Pancher, Hang, Roy 1666. Pancher, Henry, Box 1646, Pitman, Margery, Box 1475, Portor, Paul, Robles Del Rio. Segal, Barnet, Box S-1. Setchell, Beth, (The Village Realty), P. O. Box "BB". Setchell, Beth, (1me Box 'BB''.

Box 'BB''.

Shand, Arthur T., Box 1183.

Smiley, Marion, Box D.

Swain, W. O., Robbes del Rio. Weimann, Myrle, Box C. Wood, Kenneth E., P. O. Box 1646.

Central San Mateo County Board of Realtors

Active Members, 36; Others, 27 President: Thomas M. Curran, 132 El Camino Real, San Carlos. Secretary: Don Owen, 902 Laurel, San Carlos.

San Carles.

Barmiley, Edw. D., (Barmiley & Marsh), 1652
El Camino Real, San Carles.

Billings, Lucius H., 1401 El Camino Real
Restwood City.

Brackett, Forests, 3035 Hamilton Way,
Redwood City.
Cappa, Samuel F., 1744 El Camino Real,
Redwood City.
Carlados, Harry R., (Fox & Carskadon),
702 El Camino Real, Redwood City.
Chapple, Win. Thomas, (Chapple Realty
Co.), 152 237 Camino Real,
Redwood City.
Redwood City.
Camino Real, Redwood City.
Carlan, Thomas M., 132 El Camino Real,
San Carlos. Curran, Thou San Carlos.

San Carlos.

DeGeller, Joseph A., (DeGeller Resity Co.),
1736 El Camino Real, Redwood City.

DePatta, Frank A., 1758 Broadway, Redwood ds, Henry W., 1798 Broadway, Redwood City. Frater, West, (Frater Realty Co.), 380 El Camino Real, San Carlos. Gardiner, Paul H, 888 El Camino Real, Bel-

must.
Hoefler, Harry, 516 El Camino Real, Resi-wood Cigy.
Johnson, M. B., 626 El Camino Real, San Carlos.
Once, Henry Alwyn, 218 El Camino Real, Jongton, Henry, 1213 White Oak Way, San Carlos. San Carlos.

Lambert, Norbert, 1070 El Camino Real, Redwood City.

Leonard, Geo. L., 575 El Camino Real, Resi-

Lamort, Nordert, 1070 Et Camino Real, Redwood City. McGee, Howard, 1658 El Camino Real, San Carfos. Orr, Justin D., 968 El Camino Real, San Carfos. Patterson, W. H., 1784 El Camino Real, San Carlos. San Carlos.
Ransom, Gaylord, 680 El Camino Real, San
Carlos.
Rebok, Norman, 902 Laurel, San Carlos.
Rennae, C. H., 968 El Camino Real,

Ransom, Gaylord, cour Et Cammo Reat, osan Carlos.
Rebok, Norman, 902 Laurel, San Carlos.
Rebok, Norman, 902 Laurel, San Carlos.
San Carlos.
San Carlos.
San Carlos.
San Carlos.
San Carlos.
Saveyer, Cliff, 1216 San Carlos Ave., San Carlos.
Seufert, Ted., Jr., 2754 Breadway, Redwood City.
Saith, Al, 735 El Camino Real,
Redwood City.
Saith, Body. 223 Middlefield Rd.
San Carlos.
San Carlos. San Carlos.
Wallace, George, 1656 El Camino Real,
San Carlos.
Werder, Ludwig E., 735 El Camino Real,
Redwood City.
Witte, Henry, 31 James Ave., Redwood City.
Yearing, Carl, Jr., (Yaaring Realty Co.),
662 El Camino Real, Son Carlos.

Chester Irwin. Albert B., Box O.

Board of Realtors

Active Members, 40; Others 1 President: O. E. Tracy, 200 Broadway, Secretary: Richard D. Price, P.O. Box 833.

Abbott, Brooks, 306 Brondway. Bainbridge, S. L., 333 Main St. Beilby, G. L., P.O. Box 27, Biggs. Brooks, Blayne, P.O. Box 441, Paradise. Burcham, L. D., 134 Main St. Carroll, Lorin, 200 Broadway. Carrott, Lorin, 200 Broadway. Ferrell, Roy, P.O. Box 82. Fox, Charles R., Rt. 3, Box 3256, Paradise. Hamgurger, Elsie, Olive St., Paradise. Keener, Clara J., 3200 Palermo Road, Oroville. Hangurger, Elise, Orive St., Faranie.
Keener, Clara J., 2800 Palearen Road,
Groville.

Groville.

Maxwell, Kenneth, Fasakine.
Messersmith, L. B., Vecino Theater Bldg.
Moore, Hardde L., 223 Broadway.
McKalson, Floyd, 393 E. 1st Ave.
Moore, Hardde L., 223 Broadway.
McKalson, Floyd, 393 E. 1st Ave.
O'Leary, J., P.O. Box 355, Paradise.
Paull, L. B., P.O. Box 358, Paradise.
Price, Richard D., P.O. Box 393,
Ross, Jessie G., 364 E. 1st St.
Roth and Gay, P.O. Box 397.
Sears, H. K., 245 W. 15th St.
Schroeder, John C., 134 Broadway.
Shapiro, S. W., 237 Broadway.
Shapiro, S. W., 237 Broadway.
Shapiro, S. W., 259 Virginas St., Gridley.
Simnons, O. D., 118 Main St.
Simn, Ray, P.O. Box 486,
Smith, Coanie J., 110 Salem St.
Smith, Justin T., P.O. Box 588,
Smith, Coanie J., 110 Salem St.
Smith, Justin T., P.O. Box 588,
Smith, Geo. E., 99E North.
Spencer, Bernies B., P.O. Box 586, Oroville.
Storme, A. W., 2070 Bird St., Oroville.
Storme, A. W., 2070 Bird St., Oroville.
With Chamber W., 1960 Bird St., Oroville.

Coachella Valley Realty Board

Active Members: 19 President: Raymond Schisler, 45-090 Smurr Ave., 1866. ecretary: Genevieve M. Porter, 83-135 Requa St., Indio.

Benton, Robert, c/of The Desert Club, La Quinta. Berkey, George V., Box 610, Mecca. Brant, Ray, Box 575, Indio. Brown, Stanley H., c/o The Desert Club, Easley, James 1., Palm Village, Indio. Johnson, Rosald, Box 162, Thermal. Kittle, Harl S., 1st St. S. & Hiway 99, Coachella. Knight, Emma P., 83-169 Requa St., Indio. Madden, George, 82-831 Miles Ave., Indio. Main, Oscar R., 43-949 N. Smurr Ave., Porter, Genevieve M., 83-135 Requa St., Indio.

Indio.
Schialer, Ray, 45-690 Smurr Ave., Indio.
Schialer, Reginald H, 45-690 Smurr Ave.,
Indio.
Snider, Marvin, 33-020 Ave. 45, Indio.
Stider, Harvin, 38-020 Ave. 45, Indio.
Taylor, Harold F., 45-087 Jackson St.,
Indio.

Whittlesey, Harry, 45-261 Jackson St., Indio. Wilder, Shaler, 45-108 Jackson, Indio.

Colusa County Realty Board

Active Members, 5. President: Wm. K. Sutton, Maxwell. Secretary: H. A. Atwood, Box 214, Williams Atwood, H. A., Box 214, Williams. Barrell, E. C., 540 Market St., Colusa. Campbell, J. F., Court House, Colusa. Spurgeon, Lovell E., 446 Market St., Colusa Sutton, Wm. K., Maxwell.

Compton-Lynwood **Board of Realtors**

Active Members, 94; Others, 30. President: Richard P. Wallace, 1018 N. Long Beach Blvd., Compton. Executive Secretary: Ann S. Benjamine, 102 N. Poinsettin, Compton.

Adelmann, Leona F., 11214 Atlantic Ave., Lynwood. Anderson, Reuben W., 11201 Long Beach Blvd., Lynwood. Arrowood, Raymond H., 417 E. Compton Rlvd. Compton Arrowood, Raymond H., 417 E. Compton Blvd., Compton. Austin, Jack, 1101 E. Rosecrans, Compton. Barrington, J. E., 1233 E. Compton Blvd., Compton. Compton.
Bechtel, George D., 4023 E. Campton Bivd.,
Compton. Compton.
Bennett, Norman A., 4713 E. Compton Blvd., Biggerstaff, Jack, 517 E. Compton Bivd... Compton.
rockman, R. W. F., 4707 E. Compton
Blvd., Compton.
rown, Pat, 1826 E. Compton Blvd.,
Compton. rummitt, W. L., 11720 Long Beach Blvd...

CALIFORNIA

COMPTON-LYNWOOD (Cont.) Callen, Catherine I., 14910 S. Central Ave., Compton. llen, Thomas C., 14910 S. Central Ave., ompton, ney, Ted, 1703 N. Long Beach Blvd., hesemore, George, 1018 N. Long Beach Blvd., Compton. Blvd., Compton. bristensen, Grace M., 3573 Imperial Hwy., Lynwood. hristensen, John B., 11638 Atlantic Ave., Clark, Charles L., 15127 Atlantic Ave., pton. on, Robert B., 10850 Atlantic Ave., Don, D. M., 1727 E. Compton Blvd. ummings, Robert M., 10227 Long Beach Commings, Robert M., 1022/ Long Beas., Blvd., Lynwood, Davenport, Harry J., 10850 Atlantic Ave., Lynwood, avis, George R., 1907 N. Long Beach Blvd., ompton. , W. Howard, 611 E. Compton Blvd., Compton.
Degley, Frank E., 900 American Ave., Long Beach.
Duncan, James W., 3463 Century Blvd.,
Lynwood.
Eaton, F. W., 1301 E., Olive, Compton.
Eater, Paul., 117 S. Barron, Compton.
Ehrk, Louise H., 12315 Willowbrook Ave.,
Willowbrook.
Erickson, Harry C., 15022 Atlantic Ave.,
Compton.

Compton. vans, Lee, 15419 S. Atlantic Ave., Compton isk, Fern, 11638 Atlantic Ave., Lynwood. aellen, Rudy A., 10017 Long Beach Blvd., Lynwood. lines, C. Roy, 12140 Atlantic Ave., Fay E., 1045 E. Compton Blvd., ey, Jim, 11701 Long Beach Blvd.,

witt, S. E., 3323 Imperial Hwy., Lynwood. ish, Jacob, 812 S. Long Beach Blvd., ges, Rex L., 523 N. Long Beach, in, L. B., 1607 E. Compton Blvd.,

n, A. E., 327 E. Compton Blvd., ompton. aan, Michael, 4411 E. Compton Blvd.,

outh Gate. ingston, Lydia, 6559 E. Compton Blvd., mpton. I, Audley, 11101 Atlantic Ave., Lyn-

Carthy, Mr. E. Avery, 12424 Atlantic Ave., Compton. CQuarrie, Gerald H., 12035 Long Beach Blvd., Lynwood. CQuarrie, Herrick M., 12039 Long Beach

l., Lynwood, ell, Isabel, 206 W. Compton Blvd., mpton. s, Richard D., 12218 Atlantic, Compton mayer, Joseph R., 432½ E. Compton

opfer, Marvin L., 711 E. Rosecrans Ave..

Sterson, Thomas R., 544 W. Rosecrans, ino, John C., 10923 Long Beach Blvd., ta, Jerome J., 11807 Long Beach Blvd., Paul C., 905 N. Long Beach Blvd., Compton.
Phillips, Richard L., 661 W. Compton Blvd.,

Compton, Porter, M. E., 11822 Atlantic, Compton. Prettyman, George, 12039 Long Beach Blvd., Lynwood, eber, Richard R., 11457 Long Beach Blvd., Riebeling, Albert E., 713 S. Long Beach Blvd., Compton. Blvd., Compton. Schneider, David C., 16529 So. Dudley,

Schnurpel, H. K., 11478 Long Beach Blvd., Lynwood. Scott, C. Paul, 1630 E. Compton Blvd., Compton. Seigel, Morris, 12824 S. Wilmington, Willow-

brook. Shaheen, Thomas A., 501 E. Compton Blvd., Compton. Shaw, Woodrow H., 12516 Long Beach Blvd.. Clarence E., 219 W. Compton

herman, Clarence E., 219 W. Compt Blvd., Compton. syder, Earl, 206 W. Compton Blvd., Compton. Specht, Reuel B., 12701 Willowbrook Ave., Willowbrook

Willowbrook. Stone, Edna R., 14811 Atlantic Ave., Compton. Vern B., 11214 Atlantic Ave., Lynwood. Taylor, Carl P., 3532 Imperial Hwy.,

homason, John F., 11691 Atlantic Ave., Lynwood. on, Cliff, 12029 Long Beach Blvd., Lynwood. Tuttle, Elaine, 365 W. Compton Blvd.,

Compton.
Vance, Willis A., 12001 Long Level
Lynwood.
Wallace, Richard P., 1018 N. Long Beach
Blvd., Compton.
Watkins, Jess, 2212 E. Compton Bivd.,
Compton. mpton. se, Willis A., 12001 Long Beach Blvd., Watson, Ora O., 1617 E. Olive St., Compton. Watson, R. L., 1617 E. Olive St., Compton. Watts, Alden, 12039 Atlantic Ave., Lynwood, Williamson, C. J., 1109 N. Long Beach Blvd. Compton, Wilson, Walter A., 12509 Long Beach Blvd.,

Lynwood. olf, Clayton S., 1305 S. Long Beach Blvd., Young, Albert L., 11228 Long Beach Blvd., Lynwood. Lynwood. Youngblood, William, 2205 E. Olive, Compton. Zeiger, Delbert, 3360 Century Blvd., Lyn-wood.

wood. Zuckweiler, W. E., 1344 E. Compton Blvd.,

Concord Real Estate Board

Active Members, 15 President: Silas R. Davis. Secretary: Al L. Day, The Adobe.

Bradbury, Wm. S., 2806 Clayton Road. Brinkers, John H., 2246 Salvio St. Concord Realty, 2144 Concord Blvd. Day, Al L., The Adobe. Diablo Realty, 2118 Concord Blvd. Galloway, Riley E., 2133 Concord Ave. Hill, Ellen V., 2915 Salvio St. Home Realty, 800 Monument Blvd. Hull, Margaret C., 35 Champion St., Port

Chicago.
Lund, T. A., 158 Leonard Dr.
Mason-McDuffie, 2915 Salvio St.
Nourse & Coffee, 2945 Willow Pass Rd.
Quinting, Donald, 2007 Salvio St.
Ronayne Sales & Dev. Co., 2275 Willow
Pass Ruad.
Sirvain, Carl S., 2300 Salvio St.

Contra Costa Real Estate Board

Active Members, 48: Others, 14,

President "Buck" Johnson, 1990 Danville Hgwy., Wainut Creek. Secretary: Joyce Smith, 2034 Mt. Diablo Blvd., Wainut Creek.

Alexander, R. W., 1354 Main St., Walnut Creek Anderson, Wm., P.O. Box 486, Walnut Creek.

Creek.
Fancis, P.O. Box 12, Walnut Creek.
Boies & Soule, P.O. Box 121, Orinda.
Bridwell, Hayden, P.O. Box 43, Orinda.
Burges, R. N. Co., P.O. Box 327, Walnut
Carey, E. J. & Co. P.O. Box 37, Lafayette.
Cavallero, Joseph, P.O. Box 127, Walnut
Creek.

Cockerton, George, 1642 Mt. Diablo Blvd., Walnut Creek. antry Realty, P.O. Box 617, Lafayette, viess, Lee C., P.O. Box 1357, Walnut Creek. xon, Doke, 1729 Mt, Diablo Blvd., Walnut

Cores.
Colonia Colonia

Forbrag & Gilbert, P.O. Box, 133 Walnut Creek. Foulds, Howard, P.O. Box 333, Danville. Geldermann Realtors, P.O. Box 113, Dan-

Geldermann Realtors, P.O. Box 113, Dan-ville.
Gerke, Maurice Q., Box 141, Lafayette.
Happy Acre (Jack Pedder), 12 Hough Ave.,
Happy Acre (Jack Pedder), 12 Hough Ave.,
Harpold, Warren, 91 Orinda Hiway, Orinda.
Highland Realty (Osmundson, Orv.), Box
396, Walnut Creek,
Johnson, 1990 Danville Hiway, Walnut
Creek,
Karling, Carl, 1425 Main St., Walnut
Lafayette Realty, P.O. Box 253, Lafayete,
Lafayette Realty, P.O. Box 253, Lafayete

Lafayette Realty, P.O. Box 253, Lafayete. LaVelle, Grover, P.O. Box 421, Walnut Creek. oop, Wilson & Jewell, Orinda Crossrds.,

Orinda. Marshall, Frank, 1394 Main St., Walnut Creek. Massie & Underwood, P.O. Box 86, Orinda. McKiniey, Arch, Rt. 2, Box 506C, Walnut Creek.

Creek.

Montagne Realty, Danville.
Penn, Wm. Co., 1521 Mt. Diablo Blvd.,
Walnut Creek.
Pittman, Marian, 232 Brookwood Rd.,
Orinda.
Putnam, Guy L., P.O. Box 536, Walnut
Creek.
Real Extagra.

Creek.
Real Estate Service, Lafayette.
Ross, Karl, Box 105, Walnut Creek.
Schreiber, L. T., 1400 Oak Grove Rd.,
Concord, Calif.
Smith, Harold W., 520 Pleasant Hills Rd.,
Concord. Concord. Smith, (Mr.) Joyce N., 2034 Mt. Diablo Blvd., Walnut Creek. Blvd., Walnut Creek. Sweet, Clyde O., P.O. Box 144, Lafayette. Sweet, Clyde O., P.O. Box 1192, Walnut

Creek.
Wadsworth, R. E., Box 85, Orinda.
Wallace, Lawrence, P.O. Box 282, Lafayette.
Wallace Real Estate, Orinda Crossrds.,
Orinda, Fred T., Orinda Crossroads, Orinda.
Woode, F. Zoe, 20 via Floreada, Orinda.
Woolsey, Zoe, 20 via Floreada, Orinda.

Corona **Realty Board**

Active Members, 24 President: Chas. A. Thomas, 2533 W. 6th St. Secretary-Treasurer: E. D. Hicks, 937 W. 6th

Blakeley, Howard L., 937 W. 6th St. Brinton, Eleanor T., 316 Hamner Ave Brinton, Harry W., 316 Hamner Ave. Byers, Homer B., 1074 W. 6th St. Bynum, Hubert E., 210 W. 6th St. Copenhaver, Earl J., 199 Hamner Ave. Erickson, Karl E., 7011/2 Main St. Fitch, Fred C., 705 Main St. Froseth, H. I., 1104 W. 6th St. Gregg, Fay C., 815 Main St. Hicks, E. D., 937 W. 6th St. Howarth, Geo. F., 582 Center St., RFD. Box

Jacobs, Edward, 1104 W. 6th St Key, Herbert M., 6011/2 Main St. Leininger, J. M., 711 Main St. Mayfield, Bud., 1312 W. 6th. Mayfield, Robert J., 1312 W. 6th St. Mayfield, Robert L., 1312 W. 6th St. Slaten, Harry M., 7011/2 Main St. Stanfield, Ralph W., 613 Main St. Thomas, Chas. A., 2533 W. 6th St. Tompkins, G. R., 711 Main St. Weirick, Arthur M., 211 E. 6th St. Wood, A. W., 919 W. Grand Blvd.

Coronado **Realty Board**

Active Members, 14; Others, 25 President: A. H. Foret, 1108 Orange Ave. Secretary: C. C. Baughman.

Allen, Charles (Allen Real Estate Co.) Carlin, Thomas F., 1025 Orange Ave. Carson, Will S., 1025 Orange Ave. Cohen, Arthur Lawrence. Foret, A. H., 1108 Orange Ave. Furlow Associates. aughman, C. C Furlow Associates. Gardner, N., & Co., 1370 Orange Ave. Hakes Investment Co., 841 Orange Ave. Johnston, Katherine. Lewis, Alice V., 1023 Orange Ave. Millen, Louis. Patton, Bernard John, 919 Orange Ave. Vilim, Mark, Realty Co., 1125 Orange Ave.

Crescenta-Canada **Realty Board**

Active Members, 31: Others, 9 President: Michael J. McCaffrey, 2034 Montrose Ave., Montrose. Secretary: Dorothea V. Golden, 2744 Mont-rose Ave., Montrose.

Barker, Frank, 2015 Montrose Ave., Mont-Barth, Ruvin, 3833 Foothill Blvd., La Crescenta. Brown, O. S., 2355 Honolulu Ave., Montrose. Burke, James, 1432 Footbill Blvd., La Canada.

Carlton, Guy C., 2100 Verdugo Rd., Glen-dale. Carson, C. J., 2100 Verdugo Rd., Montrose. Clark, Ida V., 2923 Foothill Blvd., La Crescenta. Cooper, Lee, Montrose Ave. & Pennsylvania, La Crescenta. Duffy, Jim, 2854 Foothill Blvd., La Cres-

centa. Fillmore, William, 2335 Honolulu Ave., Montrose. Forsythe, Helen, 3334 Foothill Blvd., La Crescenta. Golden, Gene L., 2744 Montrose Ave., Montrose. Green, Lillian, 4233 Ocean View, Montrose. Joseph, Jasper, 1518 Foothill Blvd., La

oseph, Jasper, 1910 Canada. Canada. ones, U. S., 2435½ Honolulu Ave., Montnedy, The, Co., 3653 Foothill Blvd., La rescenta. g. Flora, 3334 Foothill Blvd., La Cres-

Knox, Laura, 861 Footbill Blvd., La Canada, Kuhnlee, James, 2767 Brookhill, La Crescenta. Larsen, Arnold, 2047 Montrose Ave., Montrose, ong, Paul, 2926 Honolulu Ave., La Cres-

centa. MacDonald, Laura, 3702 Foothill Blvd., Highway Highlands. McCaffery, Michael, 2034 Montrose Ave., Mcc. Montrose. McIntosh, James, 2315 Foothill Blvd.,

Moatrose. Mills, Harold, 4104 La Crescenta Ave., La Crescenta. O'Neill, Howard, 1432 Foothill Blvd., La Canada. Patterson, Robert G., 3407 Foothill Blvd., La Crescenta. Philips, Joe, 2047 Montrose Ave., Montrose Roberts, James, 2434 Florencita Dr., Mont rose. Scott, L. V., 2857 Foothill Blvd., La Crescenta. Sheldon, Roy, 2622 Sycamore Ave., La Crescenta.

Crescent City Real Estate Board

Active Members, 9, Others, 14. President: W. C. Mason, 860 2nd St. Secretary: Mrs. J. Pat Jones, Bell-R Motel. Secretary: Mrs. J. rat Jones, Bell-R.
Giacomini, A. R., 495 H St.
Jones, Pat, Bell-R. Motel.
Juza, John, 146 H St.
Juza, John, 146 H St.
Maliatt, E. M., R.F.D. I. Box 1000.
Mason, W. C., 660 2nd St.
McClendon, C. H., P.O. Box 61.
Pewterbaugh, H. L., 467 H St.
Speicher, Marjorie, Star Rt. 199.

Culver City Realty Board, Inc.

Active Members, 44; Others, 12. President: L. E. Pollard, 12101 Venice Blvd., Los Angeles (34). Secretary-Treasurer: Katherine R. Hooker, 9943 Culver Blvd.

A & C Realty Co., 10317 Washington Blvd. Anderson, R. E., 8955 Washington Blvd. Andress, J. Fred, 5311 W. Adams Blvd., Los Angle, C. H., 10610 Venice Blvd.

Bantel, W. A., 4545 Centinela Ave., Venice.

Bantel, W. A., 4545 Centinela Ave., Venice.

Belaxco, A. J. B., 10019 Venice Blvd., Los

Angeles (34)

Berens, Henry H., 11305 Venice Blvd., Los

Angeles, (34)

Control (34)

Angeles (34).

Berens, Henry H., 11305 Venice Blvd., Los Angeles. (34).

Bialac, Arthur, 11201 Washington Blvd., Culver City.

Cavanaugh, Daniel, 10530 Venice Blvd. Los Angeles (34).

Chandler, John R., 11255 Venice Blvd. Los Angeles (34).

Charland, Armand J., 6737 Venice Blvd., Los Angeles (34).

Los Angeles (34).

Charland, Armand J., 6737 Venice Blvd., Los Angeles (34).

Charland, P. Continella Ave.

Bavis, Roy A., 3995 Cardiff Ave.

Groundrew G., P.O. Box 6665, Culver Greenwald, J. S., 5105 W. 20th St., Los Greenwald, J. S., 5105 W. 20th St., Los

wald, J. S., 5105 W. 20th St., Los

Greenwald, J. S., 2100 W. Ameles, Angeles, Angeles, Hamel, Clare, 12670 Venice Blvd., Venice Hanawalt, C. W., 11249 Washington Blvd., Hanawalt, C. W., 11249 Washington Blvd., Horning, Fred J., 2333 S. Robertson, Los Angeles, (3), Jones, F. G., 5401 W. Adams Blvd., Los Jones, F. G., 5401 W. Adams Blvd., Los Angeles, Kiefner, Lynn E., 10539 Venice Blvd., Los Angeles (34), Lahr, Ginny, 12201 Washington Blvd., Culver

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Maier, Roy R., 10864 Washington Blvd.
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Miller, Richard A., 10350 Venice Blvd.
McNeice, Frederick W., 2615 S. La Gienega
Blvd., Los Angeles.
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Los Angeles. Pollard, L. E., 12101 Venice Blvd., Los Angeles. aven, Christopher, 2533 S. Robertson Blvd., Los Angeles (34). cott, Lloyd V., 9943 Culver Blvd., Culver

City.
Scity. Ruskin G., 12835 Washington Blvd., Venice.
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Dann, C. H., 1055 E, Main, El Cajon.
Dann, C. H., 1055 E, Main, El Cajon.
Dorval, A. E., 1221 E, Main, El Cajon.
Griffith, Catherine, 229 S, Main, Lakeside.
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Kokko, E. L., 475 W, Main, El Cajon.
Kokko, E. L., 475 W, Main, El Cajon.
Little, R. N., 1266 E, Main, Bl Cajon.
Little, R. N., 1266 E, Main, Bl Cajon.
Cajon.
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T. D., 2nd and Highway 80, El Cajon. McCalon. Cajon. Monti, E. J. Santee. Reinau, Erich, 770 E. Main, El Cajon. Sheen, J. G., 1269 E. Main. El Cajon. Singleton, R. C., Route 1, Box 291B, El Singleton, R. C., Route 1, Box and Cajon. Spaid, Ralph, 537 El Cajon Blvd., El Cajon. Thren, Dan, 444 El Cajon Blvd., El Cajon. Whitaker, Mildred, 229 S. Main, Lakeside.

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Check, Edward F., 1928 C. Garvey,
Check, Edward F., 1929 C. Valley Blvd.
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Hambton, Wm. H., 218 E. Garvey Blvd.
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Harris, Robert C., 1950 W. Garvey Blvd.
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Garvey,
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Tyler, Tyler, 1322 W. Garvey Allis
Rd., Rosemead.
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Humt, Winifred, 1936 H St., Eureka,
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Moore, W. L., Garberville,
St., Ferndale,
St., St., St., St., St., St., Eureka,
Peterene, George A., 243 5th St., Eureka,
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Secretary: S. S. Stahl.

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Anderson, H. H., 111 W. Spring St.
Anderson, H. H., 111 W. Spring St.
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Long, Mrs. Laura B., South Ukiah. Maize, E. H., Jr., 38 Commercial St., Maine, E. H., Jr., 38 Commercial St., Willis, Maine, E. H., Jr., 38 Commercial St., Willis, Nassie, Fred A., 722½ S. State St., Ukiah. Penitenti, A. H., 139 Laurel, Fort Braze, Ritschel, R. C., 1, 42 S. Main St., Willis, Schambert, E. H., Box 652, Ukiah. Weaver, Go. E., 722½, S. State St., Ukiah Wilson, Io H., Box 73, Potter Vallev, Wilson, I., B., 206 N. School St., Ukiah. Younce, Larkin, 103 S. School St., Ukiah. Young, Ward A., 29 Main St., Willits.

Menio Park - Atherton **Board of Realtors**

Active Members, 24: Others, 6 President: David Ingram, Jr., 1702 El Camino Real Camino Real.
Secretary. Mollie McIntosh, 801 El Camino Real.

Real.

Andrews Realty Co., 1225 El Camino Real.
Brown, Wallace, 1330 El Camino Real.
Gooper, James, 1322 Hoover St.
Gooper, James, 1322 Hoover St.
Greiner, Viez, 1035 Deptle St.
Ingram, David, 1702 El Camino Real.
La Montarge, E. C., 1276 El Camino Real.
Lapachet, B.
Lapachet, E.
Losachilin, Mark 703 Santa Crus Ave.
Lowen, Ellis, 1144 El Camino Real, Menlo
Park.
Magnuson & Florence, Inc. Box 878.

Park.
Magnuson & Florence, Inc., Box 878,
McIntosh, Mollie, 801 El Camino Real,
Menlo Park.
McKensa, Kessler & Ulrich, 939 El Camino
Real.

Wright, Dick & Co., 801 El Camino Real,

Merced County Board of Realtors

Active Members, 38; Others, 5,

President: Robert D. Hume, 1410 California Ave., Dos Palos. Secretary: Frances R. Williams, Route 3, Box 528, Merced.

Box 528, Merced.

Adams, W. H., Box 287, Merced.
Arnold, Frank S., Box 467, Merced.
Arnold, Frank S., Box 467, Merced.
Balck, John F., 8 17th St., Merced.
Balck, John F., 8 17th St., Merced.
Barnett, Mrs. F., 355 18th St., Merced.
Barnett, Mrs. F., 355 18th St., Merced.
Bryant, Mary B., 3 17th St., Merced.
Danner, Delbert L., 1619 L. St., Merced.
Devitt, Bessie, 1349 First St., Atwater.
Duncan, Frank J., P. O. Box 573, Merced.
Ferebee, Clive, P. O. Box 58, Le Grand.
Ferebee, LeVerne E., P.O. Box 56, Le Grand.
Ferebee, Laviner D., 1410 California Ave.,
Johnson, Harold, P.O. Box 822, Merced.
Kreisa, Mrs. E. R., 1740 J St., Merced.
McConnell, Warren F., P.O. Box 51, Livington.

ingston.
McMaster, Henrietta K., P.O. Box 646,
Merced.
McNamara & Co., Inc., 1719 M St., Merced.
Miller, Mildred M., Box 606 Atwater.
Montgomery, Frank P., Box 287, Merced.
Opborn, Chas. A., Bank of America Bidg.,

Padula, J. L., 643 I St., Los Banos, Puglizevich, A. J., 215 17th St., Merced, Reuter, I. H., 2010 G St., Merced. Roedell, E. W., 1626 M St., Merced. Roccoll, E. W., 1626 Merced, Shoup, P. J., 1619 L St., Merced, Thorpe, Roy P., 1634 M St., Merced, Toucsano Ageacy, The, 615 I St., Los Banos Townsend, Arthur D., 1020 Laurel Ave.

Wainwright, Wm. E., 1724 M St., Merced, Walker, Fred H., Rt. 3, Box 405, Merced Walter, E. I., Post Office Bidg., Atwater Winton, G. H., P.O. Box 266, Livingston

Modesto **Board of Realtors** Active Members, 69; Others, 43.

Presidents: W. P. Andrews, 905 11th St. Secretary: V. E. Barton, 910 13th St. Secretary: V. E. Barton, 910 13th St. Adams, Robert W. 1129 10th St. American Trust Company, 1101 J. St. Andreson, Henry G., 1207 Fey St. Andrews, W. P., 993 11th St. St. St. Andrews, W. P., 993 11th St. Modesto. St. Barton, V. E., 910 13th St. Cress. Brockett, Herb, 1029 13th St. Ceres. Consolidated Acercies, 1224 Eye St. Circulo, R. L., 1985 11th St. Compton, C. M., Rt. I., Box 508, Ceres. Consolidated Acercies, 1224 Eye St. Curve, R. I., 955 11th St. Dolmajian, John 1550 9th St. Dolmajian, John 1550 9th St. Donner, R. G., 907 H St. Gord, Robert W., 1013th, H St. Ford, Robert W., 1013th, H St. Humphreys, Phillip E., 425 Modesto, Grimald I., 1297 14th St. Humphreys, Phillip E., 425 Modesto, Grimald I., 1297 14th St. Humphreys, Phillip E., 425 Modesto, Keeler, Jack, 112 H St. Humphreys, Phillip E., 425 Modesto, Keeler, Jack, 112 H St. Ave. Keeler, Jack, 112 H St. Kenry, John 1119 Feye St. Lexue Jess, 422 4th St. Lexue Jess, 422 4th St. Lexue Jess, 422 4th St. Like, Fred A., 944 13th St. President: W. P. Andrews, 905 11th St. Secretary: V. E. Barton, 910 13th St. Ieffers, Charles V., 1921 Downey Ave, Keeler, Jack, 1125 11th St., King, R. O., 214 Redwood Ave, Knaus, John, 1119 Fee St., Leasue, Jess, 422 4th St., Titke, Fred A., 944 13th St., Miner, Bruce, 1530 9th St., Modesto B. R., L. Asta n., 821 10th St., Modesto Realiv & Linc, Co., P. O., Box 1062, Modesto Realiv & Linc, Co., P. O., Box 10 Moore, Joseph A., 827 11th St.
Morray-Huffman, 1119 Eve St.
Navon, Filiott Bl4 Maenolia.
Newby, Rov 941 13th St.
Nordlund, Martha I., 911 11th St.
Oden, Clyde, 916 13th St.
Nordlund, Martha I., 911 11th St.
Oden, Clyde, 916 13th St.
Rose, 196 18th St.
Rose, 196 18th St.
Rose, 196 18th St.
Rose, 195 11th St.
Rose, 19

Mojave Valley Real Estate Board Active Members, 13; Others, 8.

President: Arthur N. Ewing, Lucerne Valley, Secretary: C. L. Jackson, Bartlett Ave., Adelanto.

Adelanto Realty Co. Adelanto Battelle, C. Clark, Lucerne Valley, Brydon, William A., Victorville, DePue, Earl, Box 993, Barstow, Duitsman, E. A., Box 993, Barstow-Ewing, Arthur N., Box 73, Lucerne Valley, Goble, Elton S., Box 607, Victorville, Lakson, F. C., Lucerne Valley, Moore, J. L., Box 241, Victorville, Lakson, F. C., Lucerne Valley, Moore, J. L., Box 241, Victorville, Notterman, A. V., Adeland, N. V., Stephen, Wheeler, Box 782, September 182, Se

Baker, Helen. 465½ South Auburn St., Grass Valley. Biggs, Harold. 151 Mill St., Grass Valley. Bragg, Bessie Ellen, 129 Mill St., Grass

Brage, Bessie Ellen, 129 Mill St., Grass Vallev. Burns, Bert, 111 So. Auburn St., Grass Vallev.

Engle, Chas. E., 151 Mill St., Grass Valley. Esterly, W. W., Nevada City Hwy., Grass Valley. W., Nevada City Hwy., Grass Esterly, Gertrude, Nevada City Hwy., Grass Valley.

Fredericks, Ida L., 110 So. School, Grass Valley

Hodge, John, 107 So. Church St., Grass Valley, Keegan, J. E., 112 S. Church St., Grass Valley.

Looser, John, 107 So. Church St., Grass Valley. Valley. Maltman, David, 129 Mill St., Grass Valley. Nile, Elsie P., National Hotel Bldg., Nevada City.
Nile, Herbert, National Hotel Bldg., Nevada City.

Simpsen, Gerald, Auburn Highway, Grass Valley.

Williams, Robert, 129 Mill St., Grass Valley

President: Barney Francque, 400 E. 17th St., Costa Mess. Secretary: Ruth Jayred, 301 E. Balbon Blvd., Hallon.

Costa Mesa.
Balaton, Philion G., 2826 Newport Blvd.,
Costa Mesa.
Barnett, Elton D., 466 Newport Blvd.,
Costa Mesa.
Barnett, Elton D., 466 Newport Blvd.,
Costa Mesa.
Barnett, Elton D., 466 Newport Blvd.,
Beck. J. A., 410 S. Bay Front, Balboa Island.
Beweley, Gladys, 211 E. Balboa Blvd.,
Balboa.
Blomquist, Agnes, 3333 Via Lido,
Newport Beach.
Briggs, Fred W. 620 Clubhouse Ave.,
Newport Beach.
Bollineats W., 714 E. Balboa Blvd.,
Chamberlain, Earl F. 500 Co., Victoria

florings.

Chamberlain, Earl F., 500 Const Highway,
Corona del Mar.

Clark, Homer B., 910 Coast Highway,
Corona del Mar.

Coleman, Stweart W., 308 30th St...

Newport Beach.

Andresen, F. C., 602 Coast Highway, Corona del Mar. L., 901 Coast Highway, Newsper Bacco. Coata Mesa.

Roark, Edna L., 306-A West Main, Grass Valley.

Newport Harbor Board of Realtors Active Members, 89; Others, 37

Monrovia **Board of Realtors**

Active Members, 43: Others, 21

President: Joseph E. Bima, 502 E. Foothill Blvd., Monrovia, Calif. Secretary-Treasurer: Margaret S. Biasotti, 515 E. Lemon Ave., Monrovia.

Andrew, Gordon L., 868 Foothill Blvd. Baker, Richard D., 123 N. Megnolia Ave. Biasotti, Margaret S., 515 E. Lemon Ave. Bima, Joseph E., 502 E. Foothill Blvd. Cole, Lambert, 125 W. Colorado Blvd. Cole, Lambert, 123 W. Colorado Bivd.
Danforth, J. A., 355 Heather Heights.
Fisher, Gordon, 628 S. Myrtle Ave.
Fisher, Gordon, 628 S. Myrtle Ave.
Fisher, Gordon, 628 S. Myrtle Ave.
Fisher, Lyna F., 390 E. Huntington Dr.
Fisher, Lyna F., 390 E. Huntington Dr.
Harvey, Bartle M., 434 W. Foothill Blvd.
Herold, Raymond C., 215 W. Foothill Blvd.
Herold, Raymond C., 259 E. Huntington Dr.
Houch, Raymond C., 259 W. Huntington Dr.
Lacobion, George E., 602 S. Myrtle Ave.
Kaparie, E. G., 117 Foopy Ave.
Kenney, Roland H. 813 Wild Rose Av

Mallalieu, Thomas G., 121 N. Heliotrope Ave.
Odle, Ray I., 130 S. Myrtle Ave.
Odle, Ray I., 130 S. Myrtle Ave.
Patterson, R. A. 434 W. Foothill Blvd.
Petty, Williams R., 240 W. Hillerest Blvd.
Plummer, Clerenco R., 259 N. Ivy Ave.
Prest, Edward L., 130 S. Myrtle Ave.
Price, William B., 343 W. Foothill Blvd.
Rafferty, M. T., 730 E. Huntinston Dr.
Reardon, John R., 430 S. Myrtle Ave.
Roush, Ruth E., 454 W. Foothill Blvd.
Roush, Ruth E., 454 W. Foothill Blvd.
Smith. Arthur R., 119 E. Huntington Dr.
Stewart, Wendell O., 602 S. Myrtle Ave.
Thomas, Frank, 910 W. Huntington Dr.
Thompson, Vida, 118 W. Colorado Blvd.
Thorne, Clinton E., 910 W. Huntington Dr.
Thomas, Frank, 910 W. Huntington Dr.
Walter, Frank J., 245 N. Alta Vista.
Warren, A. A., 301 S. Madison Ave.
Wherland, Frank H., 928 W. Huntington Dr.
Wilson, A. K., 1006 W. Hillerest Blvd.
Zelkowitz, Jack, 108 E. Colorado Blvd.

Montebello **Realty Board**

Active Members, 28: Others, 5.

President: Noel Lane, Sr., 1213 Whittier Blvd., Montebello. Blvd., Montebello. Aldrich, Lester, 923 Whittier Blvd. Anderson, Helene, 852 Date St. Campbell, Chester G., 8717 Whittier Blvd.,

Campbell, Chester G., 8717 Whittier Blvd., Pico.
Cinkel, Clarence, 713 Whittier Blvd.
Cinkel, Clarence, 713 Whittier Blvd.
Cinkel, Florence, 713 Whittier Blvd.
Cinkel, Florence, 713 Whittier Blvd.
Davidson, Thou, J. 2803 W. Beverly Blvd.
Davidson, Thou, J. 2803 W. Beverly Blvd.
Francis, Dean L., 8813 Whittier Blvd.
Francis, Dean L., 8813 Whittier Blvd.
Francis, Dean L., 8813 Whittier Blvd.
Graham, Charles A., 923 Whittier Blvd.
Graham, Charles A., 923 Whittier Blvd.
Los Angeles (22)
Lane, Noel Sr., 1213 Whittier Blvd.
Mackovic, Frank P., 2005 W. Beverly Blvd.
Miller, Bernie L., 1466 Whittier Blvd.
Mackovic, Frank P., 2005 W. Beverly Blvd.
Mackovic, Frank P., 2005 W. Beverly Blvd.
Robertson, James E., 769 W. Whittier Blvd.
Robertson, Floyd W., 8717 Whittier Blvd.
Robertson, Floyd W., 8717 Whittier Blvd.
Pico.

Robertson, Floyd W., 8717 Whittier Blvd., Pico, Schwenker, Chet. 4928 West Blvd., Pico, Smith, Elsie D., 1405 Whittier Blvd. Sweet, Adrian R., 8022 S. Rosemead, River Tralle, Margie M., 1204 Whittier Blvd. Vance, Thelma M., 1775 W. Beverly Blvd. Walth, Ray V., 2827 W. Beverly Blvd. Walth, Alva M., 2827 W. Beverly Blvd. Woody, Z. W., 817 Whittier Blvd., Froo, Woody, Z. W., 817 Whittier Blvd., Froo, d. Rivera.

Monterey Peninsula Realty Board

Active Members, 42: Others, 15. President: Hugh Vernon, 424 Alvarado, Monterey, Wright Fisher, 720 Munras, Monterey,

Ballard, C. R., 2323 Fremont, Monterey, Briggs, C. C., P.O. Box 91, Seaside, Brucie, James, 135 W. Franklin St., Monterey.

Brucie, James, 133 W. Franklin, Monterey, Srownlie, C. R., 406½ Van Buren, Monterey, Chevrier, Archie, 2142 Fremont, Monterey, Chevrier, Joy, 2142 Fremont, Monterey, Craig, Leona Zoe, 207 Forest, Pacific Grove, Crowley, M. W., 586 Lighthouse, Pacific

Gores, B. W., Son Lagitunius, Fathire, Patric Danias, John, 529 Lighthouse, Monterey, Davi, Guido, 238 Alwarado, Monterey, Del Monte Frog. Co., Febble Beach, Co., Febble Beach, P. C., 1998, Co., Febble Beach, P. C., 1998, Co., Pebble Beach, P. C., 1998, Co., Pebble Beach, P. C., 1998, Co., Febble Beach, P. C., 1998, Co., P. C., 1998, C.,

Kelly, F. James, Forest Hills Hotel, Pacific La Porte-Greenwald, 118 Webster St.,

Monterey. Lighthouse Realty, 573 Lighthouse, Pacific

Grove.

Millen, Geo, W., P.O. Box 833, Seaside,
Mitchell, Edward J., 2107 Fremont Ext.,
Monterey,
Monterey Bay Realty, P.O. Box 613, Seaside,
Monterey Penin, Assoc., 720 Munras,
Monterey Monterey

Monterey. Nickele, S. J., 113 Central, Pacific Gro Pacific Grove Rity (Mr. Powers), 353 Light-house Pacific Grove. Peninsula Prop. (Allen Knight), 546 Hartnell.

house Pacific Grove.

house Pacific Grove.

Monterey.

Napa County Real Estate Board

Active Members, 37; Others, 13 President: Rudolph J. Nittler, 740 Main St., Napa.

Secretary: Theodore J. Schaaf, 1021 3rd St. Secretary: I beodore J. Schaal, 1021 3rd 3t.
Albright, I ames F. Ritt Bide, Calistona.
Bick, Lealie W. 1036 Coombs St., Napo.
Blodgett, Newton A., 832 Brown St.
Blodgett Wilher W., 832 Brown St.
Blodgett Wilher W., 832 Brown St.
Rouchoff, August W., 839 Brown St.
Rouchoff, August W., 839 Brown St.
Rouchoff, Angust W., 830 Brown St.
Rouchoff, Angust W., 830 Brown St.
Rouchoff, Angust W., 830 Brown St.
Rouchoff, Angust W., 832 Brown St.
Rouchoff, Angust W., 832 Brown St.
Rouchoff, Angust W., 833 Brown St.
Rouchoff, Angust W., 834 Brown St.
Rouchoff, Angust W., 835 Brown S

Fisher, Alice H., 366 Lincoln Ave., Calistora., Gaffney, William W., 1516 Third St., Naos. Gaffney, William W., 1516 Phird St., Naos. Gaffney, William W., 1510 Brown St., Naos. Griffiths, Edith, R., 1110 Brown St., Naos., Heath. Ernest R., 832 Brown St., Heath. Ernest R., 832 Brown St., Heath. Ernest R., 832 Brown St., Valled Colonson, Edwin 974 First St., Naps., 1208 Jefferson St., Naps., 2028 Jefferson St., Naps., Lay L. M., 200 Jefferson St., Naps., Lay L. M., 200 Jefferson St., Naps., Malloy, Phillip T., 1131 Main St., Naps., Martin, Harry H., 2252 Jefferson St., Naps., Mason, Roy R., 1015 tet St., Mason, Roy R., 1016 tet St., Mason, Roy R., 1016 tet St., McCaraland, Harold E., 1716 Jefferson St., Naps.

Napa.

Mettmer. Arnold. 1923 Main St.. St. Hel
Morton, Del. 2300 Jefferson St.. Napa.
Nittler. Rudolbh J.. 740 Main St., Napa.
Schaaf, Theodore, 1021 3rd St.. Napa.
Schaaf, Theodore, 1021 3rd St.. Napa.
Schoel, Roy F., 1361 Main St., St. Hele
Smith, James I.. 392 Main St., Napa.
Stover, Harry W., 1336 First St.
Tandy, Okear F., 1112 Brown St., Napa. Helena.

National City-Chula Vista **Realty Board**

Active Members, 84

President: William Villella, 522 Highland Ave., National City. Secretary: W. E. McClendon, 2303 Reo Dr. Adkins, Wil am E., 730 E. 8th St., National Adkins, Wil am E., 730 E. ons or. City.
City. C. C., 779 3rd Ave., Chula Vista.
Alley, C. C., 779 3rd Ave., Chula Vista.
Anderson, Charles E., 1015 National Ave.,
National City.
Banke, Bernard J., 141 National Ave.,
National City.
Banks, Vio' t B., 1611 Highland Ave.,
National City.
Banks, Vio' t B., 1621 Highland Ave.,
National City.
Banker, Harry E., 2898 K Ave., Chula
Vista.

National City.

Barry, Adlena, 1225 Highland Ave., National City. w, Daisey G., 262 3rd Ave., Chula

Bigelow, Daisey G., ave S., Vista.

Brice, Faye B., 727 E. 8th St., National City.

Brown, Charles E., 424 National Ave., Chula

Chula Vista. Brown, Charles E., 227 Person Vista. Vista Burns, May B., 436 3rd Ave., Chula Vista. Caldwell, Harold B., 233 Third Ave., Chula Vista, Chula 240 National Ave., National

City, Ora L., 27 W. 13th St., National City.

Darnell, Hoyt H., 391 Third Ave., Chula Vista.

Delatour, J. R., 2303 Reo Drive, National City. DeWolfe, George, 227 3rd Ave., Chula Vista, DeWolfe, Vesta, 227 3rd Ave., Chula Vista, Dillavou, Margarest, 1048 Gooonevist Ave., National City, Dodd, James, 356 National Ave., National City, Domnelly, B. F., Box 9007, Cabrillo Station, Long Beach. Dougan, Dorothy E., 712 3rd Ave., Imperial Drew, William, 291 Davidson St., Chula Vista.

Drew, William, 291 Davidson St., Chula Vista, St., 291 Davidson St., Chula Vista, National City. Faran, C. E., 240 National Ave., National City. Parrell, Atta P., 2522 National Ave., National City. Parrell, Frank, 2522 National Ave., National City. St., National City. National City. National City. St., National City. National City. St., National City. Oil National City. Gilliand, Donald, 1026 Roosevelt Ave., City.

Gilliand, Donald, 1026 Roosevelt Ave., National City Glad, Arthur, 1424 National Ave., National City. Gray, Marie, 1077 Third Ave., Chula Vista, Gray, Toni, 639 National Ave., National City.

Gray, Toni, 639 National Ave., National City, M. H., 1228 Palm Ave., Palm City Calif.
Givy D. P., Box G. National City.
Hanan, C. R., 206 Garrett Ave., Chula Vista.
Harris, Gerald L., 340 E. 8th St., National City.
Havins, Vermon D., 240 National Ave., National City.
Hawkins, Verser E., 122 National Ave., National City.
Hemberger, Leo J., 283½ National Ave., Chula Vista.
Palm City Correct Palm City.
Hemberger, Corp. J., 1641 Palm Ave., Chula Vista.
Palm City.
Honoger, Maurice S., 215 3rd Ave., Chula Vista.

Vista.

Horning, Walter L., 2304 National Ave.,
National City,
Shell, Glenn C., 1225 Highland Ave.,
National City,
1vie, Victor C., 1644 Highland Ave.,
National City.

National City, Jenkins, James P., 1239 E. Eighth St., National City, Kilbourn, V. L. 380 "E" Ave., Chula Vista, Kirkoutrick, John, 1639 Highland Ave., National City, Leavitt, Gertrude W., 727 E. 8th St., National City, Lindholm, Roger T., 609 Roosevelt Ave., Lynds, Arthur L., 218 3rd Ave., Chula Vista, Maloney, E. T., 645 Highland Ave., National City,

City, Mann, Dale, 545 E, 14th St., National City, Mann, William H., 86 National Ave., Chula Vista, McCleaden, W. E., 2803 Reo Dr., National City

McGlendon, v. City, City, City, McGullough, Alvin N., 2318 Highland Ave., McGullough, Alvin N., 2318 Highland Ave., National City, Miller, Pred, 325 E. 8th St., National City, Miller, Paul, 717 E. 8th St., National City, Miller, Paul, 717 E. 8th St., National City, Morgan, Kile, 341 E. 8th St., National City, Morgan, Silas Z., 1015 National Ave., National City, St. St. St. St., National City, Marchan, Silas Z., 1015 National Ave., National City, St. St. St. St., National City, Marchan, Silas Z., 1015 National City, National City, Marchan, Silas Z., 1015 National Ave., National City, St. St. St. St., National City, Marchand City, Marchand City, Marchand City, Marchand City, Marchand City, National City, Marchand City, Marchand City, National City, Marchand City,

National City. Narciso, C. R., 325 E, 8th St., National City, Nelson, Leon M., 392 Third Ave., Chula

City. Stark, J. D., 341 F. 8th St., National City. Steber, Walter, 295 3rd Ave., Chula Vista Steohens, A. W., 639 National Ave., Nation City.

City.
Taylor, Albert A., 430 National Ave., Chula Vista.
Thomas, Ethel. 218 3rd Ave., Chula Vista.
Tompkins, J. H., 295 3rd Ave., Chula Vista.
Tracy, Leo D., 349 Third Ave., Chula Vista.
Underwood, Oliver E., 305 3rd Ave., Chula Vista.
Vista.

Vedder, Gene, 240 National Ave., National City. Villella, Aida F., 522 National Ave., National City. Villella, Wm., 522 Highland Ave., National

vineta, vm., 22 ringmano Ave., Astronai Welch, Vincent C., 212 3rd Ave., Chula Vista, Wilson, C. L., 522 Highland Ave., National Gity, Wilson, Thomas, 1061 Colorado, Chula Wyatt, Gilbert C., 236 Palm Ave., Imperial Feach,

Nevada County Real Estate Board

Active Members, 18.

President: W. W. Esterly, Grass Valley. Secretary: Chas. E. Engle, 151 Mill St., Grass Valley. Adams, Earl, 151 Mill St., Grass Valley.

Dugan, Ton. 700 E. Balboa Blvd., Balboa. Fitzmorris. Arthur E., 813 Coast Highway. Corona del Mar.
Fitzmorris. Mabel, 813 Coast Highway.
Corona del Mar.
Foote. W. B., 2117 W. Balboa Blvd.,
Newport Beach, 217 W. Balboa Blvd.,
Newport Beach, P. W. Balboa Blvd.,
Newport Beach, P. W. Balboa Blvd.,
Newport Beach, P. Balboa Blvd.,
Newport Beach, P. Balboa Blvd.,
Balboa Sland. Visia.

John A., 86 National Ave., Chula Vista.
Rees, D. A., 1641 Palm Ave., Palm City., Rosenthal, B. M., 495 Palm Ave., Imperial Beach.

Seehon, Wm., 122 National Ave., National Barney, 400 E. 17th St.

Balboa Island.
Francous Barney, 400 E. 17th St..
Costa Mesa.
Gates, Blanche A., 311 Marine Ave..,
Balboa Island.
Greeley, Roy. 200 Main St., Balboa.
Greeley, Roy. 300 Main St., Balboa.
Grownort Beach.
Growns Monte R., 302 Main St., Balboa.
Growns, Monte R., 302 Main St., Balboa.
Growns, Monte R., 303 Main St., Balboa.
Growns, Monte R., 308 Main St., Balboa.
Hodfield, Stanley W., 216 Marine Ave..
Balboa Island. W., 216 Marine Ave..
Balboa Island. W., 308 30th St.,
Newnort Beach.
Horvath, Francis J., 116 35th St.,
Newnort Beach.
Howard, James C., 3116 Newport Blvd.,
Newnort Beach.
Howard, James C., 3116 Newport Blvd.,
Newnort Beach.
Howard, James C., 3116 Newport Blvd.,
Costa Mar. Ann., 603 N. Bay Front,
Balboa Island.
Hustend. William A., 2126 Newport Blvd.,
Costa Mar.
Hore Grainger, 319 Marine Ave..
Balboa Island.
Ingram. Robert H., 711 Const Highway,
Corona del Mar.
Salva Grainer, St.
Los Angeles Mar.
Newport Beach.
Jones, Lester C. 2732 Circle Dr.,
Newport Beach.
Jones, Paul C., 2507 W. Balboa Blvd.,
Newport Beach.
Jones, Paul C., 2507 W. Balboa Blvd.,
Newport Beach.
Jordan, W. L., 700 E. Balboa Blvd.,
Menorth Beach.
Corona del Mar.
Corona del Mar.
Killefer, Robert 8816/k Belford,
Los Angeles 45.
Le Perle, Lillian T., 400 E. 17th St.,
Costa Mesa.

Perle, Lillian T., 400 E. 17th St., Josta Mesa.

ROSTER ISSUE - April, 1951

CALIFORNIA

NEWPORT HARBOR (Cont.)

NEWPORT HARBOR (Cent.)
Lavagnino, Larz, 908 30th St.,
Newport Beach.
Leidy, Marilyn, 315 Marine Ave.,
Balboa Island.
Balboa Island.
Newport Beach.
Loveland, Lloyd L., 929 W. Balboa Blvd.,
Newport Beach.
Loveland, Lloyd L., 929 W. Balboa Blvd.,
Newport Beach.
Lynn, Helen L., 411 Coast Highway,
Corona del Mar.
Lynn, Robert B., 111 Coast Highway,
Lynn, Ro

Mac Kenzie, D. C., 436 Bernard St., Costa Mesa. Maskey, Ralph P., 3411 Newport Blvd., Newport Beach, Mayfield, Margaret J., 400 E. 17th St., Costa Mesa.

Costa Mesa.

McAdoo, Lillian H., 700 E. Balboa Blvd.

McAdoo, Lillian H., 700 E. Balboa Blvd., Balboa. McCorkell, Jane. 3116 Newport Blvd., Newport Brach. McCustion, Frice T., 503 Coast Highway, McEustion, Frice T., 503 Coast Highway, Mennes, L. L., 2603 Newport Blvd., Newport Beach, Miller, J. M., 120 Bachman Dr., Santa Ana, Miller, J. M., 120 Bachman Dr., 120 Bachman Dr

Nereson, B. A., 1982 Newport Blvd., Costa Mesa.

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utcase, Gerald W., 1219 Coast Highway,
Corona del Mar.

solicit, John E., 607 Coast Highway,
Corona del Mar.

alford, W. W., 216 Marine Ave.,
Balboa Hand. L., 615 Coast Highway,
Corona del Mar.

stelmeir, Ed. L., 1523 Coast Highway,
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stelmeir, Ed. M., 2011 Court Ave.,
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Corona del Mar.

suith, Albert M., 2011 Court Ave.,
Balboa Hand.

aith, Stanley A., 1311 Coast Highway,
Corona del Mar.

suith, Hal Will, 205 Marine Ave.,
Balboa Hand.

aith, Stanley A., 1311 Coast Highway,
Corona del Mar.

half W., 252 Marine Ave.,
Balboa Island,
Liney, Earl W., 225 Marine Ave.,
Balboa Island,
Liney, Earl W., 225 Marine Ave.,
Balboa Island,
Liner, A. Sandy, 636 Coast Highway,
Newport Beach.

Newport Beach.

richell, E. C., 302 Main St., Balboa.

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Costa Mesa. Costa Mesa. hitman. Ben I., 1018 Coast Highway, Corona del Mar.

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Clark, Don, 11401 Victory.
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Davis, Robert C., 5962 Lankershim Blvd.
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Kraber, William G., 5259 Laurel Canyon
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Marchus, Les Co., 4736 Laurel Canyon Marlow, Phillip, 10055 Riverside Dr., No. Hollywood.
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Martin, Nathan "Mike", 12015 Ventura
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3416 Laurel Canyon Blvd.
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Blvd., Studio City,
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Blvd.

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Montgomery, Eth., 12048 Ventura Blvd., Moore, C., 127, 5016 Vineland Ave., North Hollywood.
Morrison, George, 11820 Hesby St. (temp.), Murray, Donald E., 11656 Victory Blvd.
Newcomb, T. A. & Associfics, 5628 Vineland Ave.

Newcomb, I. A. & Associates, 3628 Vineland Avc. North Hollywood Inv. Co. (Ammon Sher-man), 4556 Lankershim. North Hollywood Realty Co., 12035 Victory Blvd., No. Hollywood. Norton, R. A., 12452 Victory Blvd., Studio City.

Noyes, Lyman W. & Son, 13131 Ventura Blvd. (Mail address: 5104 Wilshire Blvd., Los Angeles 36). Nunnally, Joseph M., 11503 Burbank Blvd. Osborne, Clyde E., 5248 Laurel Canyon. Carpenter Realty & Building Co., 6147 Lank-ershim Blvd.

obborne, Clyde E., 3248 Laurel Canyon, zarker, John T., 11540 Cxnard, attison, A. K., 4922 Lankershim Blvd., No. Hollywood, Ismes E., 12439 Moorpark St. ensinger, James E., 12439 Moorpark St. ensinger, Jone Organization, 13203 Ventura Blvd., Studio City.

Petri, Jean, 12953 Ventura Blvd., Studio City. Peyton, Jerry, 12052 Ventura Blvd., Studio City.

Pingree, Plo, 6350 Lankershim Blvd. Poppers, George S., 13267 Ventura Blvd., Studio City.

Studio City. 4427 Lankershim Blvd. Ruccell Really 4427 Lankershim Blvd. Ruccell Really 4427 Lankershim Blvd. Studio City. Ratsch. Edward A., 11933 Ventura Blvd., Studio City. Ravnsford, Clark, 12052 Ventura Pl., Studio City.

Studio City.

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A. 11939 Ventura BIVd.,

Studio City.

Regan, L. J. Co., 12301 Ventura BIVd.,

Studio City.

Regan, Robert E., 6708 Lankershim Bivd.,

Regan, Robert E., 6708 Lankershim Bivd.,

Regan, Robert E., 6708 Lankershim Bivd.,

Reynolds, Clark Co., 13103 Ventura Bivd.,

Studio City.

Reprolds, Clark Co., 13103 Ventura Bivd.,

Studio City., 12519 Magnolia Bivd., No.

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Soling, W. G., 5212 Laurel Canyon Bivd.

Sentura Bivd.

Shaw, Carlot L., 4144 Lankershim.

Sigars, Robert E. Realty Co., 13117 Ventura Bivd., No. Hollywood.

Singer, Harry, 4727 Laurel Canyon Bivd.,

Smith, George Daniel, 6335 Vineland Ave.,

No. Hollywood.

Spurck, William, 12921 Van Owen St.

Steiner, Chu. B., 12422 Vallex Spring Lane.

Spurck, William, 12921 Van Owen St.

Steiner, Chu. B., 12423 Vallex Spring Lane.

Plaza, Bob., 12400 Victory Bivd., Valley

Plaza, Bob., 12400 Victory Bivd., Valley

Taylor-Made Properties, 10816 Bloomfeld St.

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Taylor-Made Properties, 10816 Bloomfeld St.

Thomas, A. M. (Longridge Estates), 15250

Ventura Bivd., Studio City.

Tunk, C. A., 4600 Vineland Ave.

Tull, Thomas W., 8001 Laurel Canyon Bivd.

Valley Center Realty, 5632 Lankershim

Valley Realty Co., 4200 Lankershim Bivd.

Valley Center Realty, 5632 Lankershim

Valley Realty Co., (1904 J. 1257 Ventura Bivd.,

Valley Center Realty, 5632 Lankershim

Valley Welley Co., (1904 J. 1279 Ventura Bivd.,

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Valley Center Realty, 5632 Lankershim

Valley Center Real

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Watton, Arthur N., & Co., 14901 Ventura Blvd., Sherman Oaks.
Magnolia Blvd.
Weiner-Hirnham, 1357 Whitesit Ave.
White, Earl L., 7462 Lankershim Blvd.
White, Irvin, 4016 Rhodes Ave., Studio City.
Williams, Carle L., Co., 5315 Laurel Canyon
Blvd., Studio City.
Willia, Harriet G., 4218 Lankershim Blvd.
Wood, Marie, 7281 Laurel Canyon Blvd.
Wood, Marie, 7281 Laurel Canyon Blvd.
Yate, C. H., 10146 Riverside Dr.

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Barnes, Estelle, 818 Green Ave., San Bruno.
Bonalanza, Ernest, 218 A. Linden Ave.,
South San Francisco.
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urton, Wesley, 312 El Camino Real, San Bruno. onstantino, Paul (Burlingame Town & County Realty Co.), 1699 El Camino Real, Millbrae. ry, James A., 205 El Camino Real, San

Bruno.
Decker, Orville, 508 San Mateo Ave.,
San Bruno.
Dills, Wilson, 445 San Mateo Ave.,
San Bruno.
Evarts, Palmer, 506 San Mateo Ave.,

San Bruno.

Flynn, E. B., Jr., 485 San Mateo Ave.,
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San Bruno.
San Bruno.
San Mateo Ave.,

San Bruno,
San Bruno,
Haaker, H. L., 315 Linden Ave.,
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Hibbert, John, San Mateo Investment Co.,
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Real, San Bruno,
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Daly City. Jones, Henry Alwyn, 468 San Mateo Ave., San Bruno. Kren, Charles J., 455 San Mateo Ave., San Ludwig, Morris S., 639 El Camino Real, Millbrae.

Mangin, Joseph, Jr., 231 El Camino Real, Millibrae. McGuffin, Lyman E., 289 El Camino Real, San Bruno. McIntyre, Bruce. 609 Coast Highway, Sharp Minucciani, F. D., 417 Grand Ave., South San Francisco. Molloy, Leslie A., 289 El Camino Real, San Bruns.

Nofziger. Robert, 118 Park Blvd., Millbrae. Robbins, S. K., 425 Grand Ave., South San Francisco. Redondi, B. J., 318 Grand Ave., South San Francisco. Rossi, Anthony, 299 El Camino Real, Mill-brae.

Volonte, D. R., 315 Linden Ave., South San Francisco.

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Broad Realty, 7996 MacArthur Blod., (5).
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Breed a Son, A. H., 30 July 20, 19 Grand Ave., (12).

[12].

[12].

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Burnick, George F., 9239 E., 14th St., (3).

Burnick, George F., 9230 E., 14th St., (3).

Burnick, George F., 9230 E., 14th St., (3).

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Chapman, J. M., 551 Crofton Ave., (11).
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Coldwell, Banker & Co., 425 15th St., (12).
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Conner, P. Wine., 4040 MacArthur Blvd., (19).
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Elliott, Alexander, 2231 Ivy Drive. (6).
Elliott, Alexander, 231 Ivy Drive. (6).
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Herrmann, John, Co., 336 15th St., (12).
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Holcomb, Henry "Harry" M., 2740 22nd ab, Henry "Harry" M., 2740 22nd

e., (6). and, Kent Co., 3008, Lakeshore Ave., Holland, Kent Co., 3008, Lakeshore Ave., 1(10)., Brucc. Co., 3816 Park Bivd., (2). Holman & Horton, I/17 Webster St., (12). House of English. 6015 MacArthur Bivd., (5). Hudson Co., W. J., 1521 Webster St., (12). Hughes, E. J. & H. V., 371 17th St., (12). Hughes, E. J. & H. V., 371 17th St., (12). Hughes, E. J., 8356 MacArthur Bivd., 1(5).

(5). Hunt Realty Co., Ray, 9251 E. 14th St., (3). Ide & Scott, 6645 Foothill Blvd., (5). Idora Realty Co., 5505 Telegraph Ave., (9). Jamison, Towle & Willoughby, 372 17th St., (12).

133, Part St. 143, Part St. 14

Katsulakis, John P., 315 14th St., (12). Kearney Realty Co., 377 15th St., (12). Kellogg Realty, Inc., 1017 E. 14th St., Keoseyan, Jess A., 7401 MacArthur Blvd. Co., Robert, 300 Arlington Ave.,

Berkeler:
Key Realiy Co., 3929 Telegraph Ave., (9).
King, Mabelle, 616 14th St., Rm. 2, (12).
Kirsching Reality, 970 Edes Ave. (3).
Kitterlile, R. W., 1710 Franklin St., (12).
Knapp, Rajba A., 1708 Broadway, (12).
Knettle, L. D., 355 15th St., (12).
Knettle, I. D., 355 15th St., (12).
Knight, Harry & Sona, 386 15th St., (12).
Knox, Walter K., 6719 E. 14th St. (21).
Knudsen, De Witt, 8937 MacArthur Blvd.,

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Nittler & Darrow, 807 Front St.

Opal Cliffs Realty. 4135 Portola Dr.

Patterson, Noel, F.O., Box 531.

Patterson, Noel, F.O., Box 531.

Patterson, Noel, F.O., Box 51.

Patterson, Noel, F.O., Box Wilson Bros., 118 Walnut Ave. Woods, Sid, P. O. Box 824.

Santa Maria-Santa Ynez-**L**ompoc Valleys **Bealty Board**

Active Members, 14; Others, 2.

President: Glen E. Peck, 1328 N. Broadway, Santa Maria. Secretary: Ray E. Hoey, 101 N. Broadway, Santa Maria.

Graig, Harley, 117/2 E. Ocean Ave., Lompoc Evans, R. S., 111 E. Church, Santa Maria-Fan, Paul, 1201 S. Broadway, Santa Maria-Hansley, E. R., 121 N. Broadway, Santa Santa Maria-lbey, Ray E., 101 N. Broadway, Santa Maria.

Peck, Glen, 1328 N. Broadway, Santa Maria. ischert, E. M., Santa Maria. entt, G. M., 107 N. Broadway, Santa Maria.

Maria, Shaeffer, Fred A., 216 W. Church St., Santa Maria. Taylor, Don H., 115 W. Church St., Santa Maria. Turnage, M. F., 112 W. Church, Santa Maria.

est, Sadie, 726 S. Broadway, Santa Maria. harton, Bert, 115 W. Church, Santa Maria.

Santa Monica Bay District **Realty Board**

Active Members, 70; Others, 22.

President: J. Francis Hagler, 11714 Santa Monica Blvd., W. Los Angeles. Secretary: Patricia Duke, P.O. Box 856, Santa Monica.

Ashford Charles, 1632 Montana Ave., Santa Monica Monica.

Back, Earl V., 11872 Wilshire Blvd., West
Los Angeles.

Beazell, Howard L., 2835 Wilshire Blvd.,
Santa Monica.

Beck, Roy J., 1016 Montana Ave., Santa

Bender, Lowell V., 422 Wilshire Blvd., Santa

Monica.
Brennan, D. A., 2128 Pico Blvd., Santa
Monica.
Burke, J. Ray, 11727 San Vicente Blvd.,
West Los Angeles.
Canine, Anna M., 2010 Pico Blvd., Santa
Monica. Monica. Carter, William C., 1112 Montana Ave., Santa Monica. Clancy, L. M., 600 Wilshire Blvd., Santa

Monica. Crawford, A. H., 12405 Wilshire Blvd., West Los Angeles. Crist, Charles, 310 Wilshire Blvd., Santa Monica.

Davis, Mary M., 921 Santa Monica Blvd., Santa Monica. Santa Monica. Duke, Patricia, 162 Ashland Ave., Santa Munica.

Dunn, Lena L., 2627 Santa Monica Blvd., Santa Monica. Anna Erskine, 1337 Ocean Ave, Santa

Santa Monica.
East, Anna Erskine, 1337 Ocean Ave, Sar Monica.
Monica.
1337 Ocean Ave., Santa Monica.
Ecker, Miles A., 2219 Ocean Park Bivd., Santa Monica.
Edmundson, J. A., 259 W. Channel Road, Santa Monica Canyon.

Faudem, Samuel L., 1314 Montana Ave., Santa Monica, Feardon, David A., 425 Wilshire Blvd., Santa Monica, Ford, Leland M., 15821 Sunset Blvd., Pacific isades. r. Robert J., 864 Via de la Paz, Pacific

Gandy Investment Co., 734 Santa Monica Blvd., Santa Monica. Gardner, Joe L., 1744 Ocean Park Blvd. Grey, Sidney B., 2305 Wilshire Blvd., Santa Monica.

Astonica, Hagler, Betty, 11609½ Santa Monica Blvd., West Los Angeles, Hagler, J. Francis, 11714 Santa Monica Blvd., West Los Angeles. Hausen, John R., 2227 Wilshire Blvd., Santa Monica.

ell, Cornell, 2444 Wilshire Blvd., Santa

Monica. Henderson, Carl, 1222 Lincoln Blvd., Santa Monica. Henry, Joe, 1620 Wilshire Blvd., Santa Monica. Monica. Hightower, Burton D., 1101 Federal Ave., West Los Angeles. Hunnicutt, Hazel, 1177 Franklin St., Santa

Hunnica. Monica. Koch, Stanley A., 815 Wilshire Blvd., Santa Monica. osslyn, S. Duke, 2605 17th St., Santa Monica.

Monica.
Lange, Karl H., 1322 4th St., Santa Monica.
Langendorf, Allan R., 2305 Wishire Blvd.,
Santa Monica.
Lauria, V. G., 2113 Wilshire Blvd., Santa
Monica.
Leonard, Albert, 601 Wilshire Blvd., Santa
Monica.
Leonard, Albert, 601 Wilshire Blvd., Santa
Monica.
Long, Russell, 10975 Santa Monica Blvd.,
Long, Russell, 10975 Santa Monica Blvd.,
Lynch, Jerry W., 173821 Sunset Blvd.,
Pacific Palisades.
Mandeville, John, 910 Montana Ave., Santa
Mandeville, John, 910 Montana Ave., Santa

Facinic ratiosales.
Mandeville, John, 910 Montana Ave., Santa
Monica.
Marshall, John, 9 Topanga Lane, Malibu.
Mickey, Evan S., 2020 Wilshire Blvd., Santa

Olden, B. M., 2503 Santa Monica Blvd., Santa Monica. Olson, Norman C., 12127 Wilshire Blvd., West Los Angeles.

Petri, Wallace, 11816 Wilshire Blvd., West Los Augeles. Pierson, Lela T., 15215 Sunset Blvd., Pacific Palisades. Reid, William S., 425 Wilshire Blvd., Santa

Monica.
osenblum, A. E., 1033 Montana Ave.,
Santa Monica.
oundtree. Frank, 2502 Wilshire Blvd.,
Santa Monica.
outers, James Lewis, 1224 4th St., Santa
Monica.

Monica.
Sanders, Helena, 11572 Santa Monica Blvd.,
West Los Angeles.
Santa Monica Land & Water Co., 14800
Sunset Blvd., Pacific Palisades.
Sunsas, J. R., 1452 Broadway, Santa Monica Blvd.,
Salter, Floyd, 2632 Santa Monica Blvd.,
Smallwood Co., H. A. 10945 Santa Monica

Santa Monica, nallwood Co., H. A., 10946 Santa Monica Blvd. West Los Angeles. nith, C. Robert, 1418 2nd St., Santa Mon

Tarsh, Peter, 15337 Sunset Blvd., Pacific Palisades. Teele, Rex, 207 Santa Monica Blvd., Santa Monica. Monica.
Tegner Co., Chas. A., 210 Santa Monica
Blvd., Santa Monica.
Thornbury Realty Co., 1002 Montana Blvd.,
Santa Monica.
Tooley, Kay, 15219 Sunset Blvd., Pacific
Palisades.

Varney, Dana, 1433 Wilshire Blvd., Santa Monica. Warfield, William, 909 Via de la Paz, Pacific Palisades

Stanley, 13018 San Vincente Blvd., White, A. Stanley, 13018 San Vincente Blvd West Los Angeles, Winters, J. K., 3119 Wilshire Blvd., Santa Monica. Wright, D. B., 408 Wilshire Blvd., Santa Monica.

Wilson, Robert, 1129 Montana Ave., Santa Monica.

Santa Paula Realty Board

Active Members, 11; Others, 7,

President: Harold C. Motley, 109 S. Mill St. Santa Paula. Secretary: Geo. W. Caldwell, Jr., 944 Main St., Santa Paula.

Balden, Lloyd W., 543 Sespe Av., Fillmore. Brock, Joseph C., 120 S. Mill St. Caldwell, George W., Sr., 944 Main St. Caldwell, Geo. W., Jr., 944 Main St., Santa Paula. Cobb, Milo R., 444 Sespe Ave., Fillmore. DeBenedictis, Don, 421 Central Ave., Fill-

Habbick, John E., 107 N. Mill St. Hedrick, B. C., RFD No. 2, Box 232 Lawton, John, 421 Central Ave., Fillmore. Motley, Harold C., 109 S. Mill St. Udall, Fred, 107 N. Mill St.

Shasta County Realty Board

Active Members, 26; Others, 11.

President: W. N. Zachary, 670 N. Market St.,

Secretary: Wilhelmina Nock, 1450 Placer St., Redding.

Ranisan, W. A., 1443 Pine St., Redding, Brazelton, M. W., 1469 Market St., Redding, Bruce, H. D., Anderson, Bryant, V. C., 3605 So, Market St., Redding, Chapman, W. L., 1326 Yubs St., Redding, Haskell, Broderick P., 1368 Placer St., Redding, Redding. erzinger, Lilly Ann. 2000 Market St., Redding.

Redding, M. A. Gold Market St., Redding, Lundeen, B. E., 1326 Vuba St., Redding, Lundeen, B. E., 1326 Yuba St., Redding, Marlow, C. R., 2233 Shaxia St., Nock, Wilhelmina, 1430 Placer St., Redding, Nye, Clark, 1339 Yuba St., Redding, Oaks, G. E., 1737 Yuba St., Redding, Oaks, G. E., 1737 Yuba St., Redding, Patten, Mrs. Halle B., Project City, Patten, Oxaca A., Project City, Sourr., Joseph F., 1324 Yuba St., Redding, Surgar, Joseph F., David, 1326 Yuba St., Redding, Redding, O., David, 1326 Yuba St.

rrimshire, O. David, 1326 Yuba St., Redding, tout, Henry O., 1437 Sacramento St., Redding,

Redding.
Summers, E. M., 1308 Placer St., Redding.
Warn, J. F., 1341 Yuba St., Redding.
Williams, Carl A., 1438 Yuba St., Redding.
Wright, Mrs. Althea, 1437 Sacramento St., Williams, Carl A., 1438 Yuba St., Redding, Wright, Mrs. Althea, 1437 Sacramento St., Redding, Zachary, Mrs. Adele B., 670 N. Market St., Redding, Zachary, W. N., 670 N. Market St., Redding.

(Individual Member) Ish, Mrs. M. Callahan, Box 159B, R. 1.

Siskiyou County **Board of Realtors**

Active Members, 8

President: H. A. White, 414 N. Main St., Secretary: J. B. Mitchell, Yreka Inn, Yreka. Harris, Charles C., 403 N. Main St., Yreka. Leen, Norman A., 9th St., Montague. Maginnia, J. P., 111 S. Broadway, Yreka. Mitchell, J. B., Yreka Inn, Yreka. Mitchell, J. B., Yreka Inn, Yreka. Porter, C. O., 122 Pine St., Dunsmuir. Shockley, Ann, Lazy Acres, Gazelle. Sirianni, D. A., P.O. Box 3, Dunsmuir. White, H. A., 414 N. Main St., Yreka.

Solano County Realty Board

Active Members, 41; Others, 7.

President: Harry Buss, 1631 Sonoma St., Valleio Secretary: Alex E. Jordan, 702 Tennessee St., Vallejo.

Vallejo.

Bolter, H. C., 425 Main St., Vacassite.

Bowers, Inex., 1921 Tennessee St., Vallejo.

Bowers, Inex., 1921 Tennessee St., Vallejo.

Campbell, Fred M., 542 Capitol St., Vallejo.

Carrere, J. F., 808 Tennessee St., Vallejo.

Charteld, H. B., 973 Tennessee St., Vallejo.

Charteld, H. B., 973 Tennessee St., Vallejo.

Clark, T. W. S., 1809 Capitol St., Vallejo.

Clark, T. W. S., 1809 Capitol St., Vallejo.

Courrale, Charlet, 601 Georgia St., Vallejo.

Daniels, Ray F., 917 Tennessee St., Vallejo.

DeLa Vergne, Glen H., 47 Tennessee St.,

Vallejo.

DeLa Vergne, Glen H., 47 Tennessee St.,

Vallejo.

Deta St., Vallejo.

Back St., Vallejo.

Back St., Vallejo.

Latch & Turner, 330 Capitol St., Vallejo.

Hacth & Turner, 330 Capitol St., Vallejo.

Hacth & Turner, 330 Capitol St., Vallejo.

Lavton, Mary, Louise, 814 Marin St.,

Vallejo.

Lavton, Mary, Louise, 814 Marin St.,

Vallejo.

Vallejo. Liberman, Leo M., 544 Georgia St., Vallejo. Lightle, Wm. E., 2700 Sonoma Blvd., Vallejo. Lindquist, L. M., 514 Georgia St., Vallejo. Ludford, Roland, 628 Marin St., Vallejo. McCory, Wm. V., 400 Tuolumne St., Vallejo. McGins, Charlotte, 537 Virginia St., Vallejo.

lejo.
McGuinness, Thomas, 1910 Sonoma Blvd...
Vallejo.

O'Connor, C. M., 628 Marin St., Vallejo. O'Connor, Roger J., 1003 Washington St., Fairfield.

O'Connor, Roger J., 1003 Washington St., O'Chriffeld, Marin St., Vallejo. Reimers, Irwin H., 523 Capitol St., Vallejo. Richardson, C. J., 531 Capitol St., Vallejo. Scrvente, Angelo. 994 Marin St., Vallejo. Scrvente, Angelo. 994 Marin St., Vallejo. Scrvente, Angelo. 994 Marin St., Vallejo. Striege, Marvin "Bud", 510 Napa Road, Skaer, Harry, 716 Tennessee St., Vallejo. Stewart, John, 704 Ohio St., Vallejo. Stewart, John, 704 Ohio St., Vallejo. Tosco, Vincent G., 924 Tennessee St., Vallejo. Tosco, Vincent G., 924 Tennessee St., Vallejo. Valencia, Joseph E., 820 Marin St., Vallejo. Wood, Jew. W., 622 H. St., Benicia.

Sonoma County Real Estate Board

Active Members, 76; Others, 31.

President: C. N. Carrington, 576 Mendocino Ave., Santa Rosa. Secretary: Charles C. Warren, 522 Fifth St., Santa Rosa.

Arnett, L. L., 168 Main St., Schastopol, Baker, Walter R., 101 Hill Rd., Glen Ellen, Bannerman, Chas., 347 10th St., Santa Rosa Beal & Beal, 589 Mendocino Ave., Santa Rosa.

Ross. Becker, Sol, P.O. Box 24, Boyes Springs, Bell, J. H., 408 Fourth St., Santa Rosa, Bennett, Grace Edna, 22 Main St., Petaluma, Best & Feaks, 158 Santa Rosa Ave, Sebas-

topol. Blazek, Charles, 316 Santa Rosa Ave., Santa Rosa, Bosse, Homer R., 330 1st East, Sonoma, Brenner, Arthur D., 6011 Redwood Hgwy. N., Santa Rosa, Brown, Ralph H., 525 Fifth St., Santa Rosa, Byrne, Thomas C., 100 Fourth St., Santa Rosa,

Rosa. Carrington, C. N., 576 Mendocino Ave., Santa Rosa. Castner. L. E., P.O. Box P., Boyes Springs. Churchili, J. Frank, 5877 Melita Rd., Santa

Rosa, Churchman, J. W., 402 Fourth St., Senta Ross. Rees.
Daugherty, J. A., 216A Hinton Ave., Santa
Rosa.
Deiss, William, 138 Kentucky St., Petaluma.
Den Beeman, Garry C., 707 Santa Rosa.

Rosa.
Den Beeman, Garry C., 707 Santa and Den Beeman, Garry C., 707 Santa and Ave, Santa Rosa.
Ave, Santa Rosa.
Sa Santa Rosa.

Santa Rosa.

Fetch, Harry B., 520 Fifth St., Santa Rosa.

Graham, Edward L., 308 S. Main St., P.O.

Box 13, Sebastopol.

Giovannoni, Sam, 412 West St., Healdsburg.

Gray, W. L., 630 B St., Santa Rosa.

Grove & Witherell, 210 S. Main St.,

Schutznoni.

Groves & Witherell, 210 S. N. Main St., Sebastopol. Groves, Edwin T., 3270 Redwood Hgwy, N., Santa Rosa, Rosa Rosa, G. Groves, Calvin T., 3270 Redwood Hgwy, N., Santa Rosa, G. G. Groves, Calvin T., 3270 Redwood Hgwy, N., Santa Rosa, Haczela, Edward, 110 West St., Cloverdale, Hanna, Morton L., 428 South A. Santa Rosa, Hargitt, Paul V., 496 S. Main St., Sebastopol. Heskett, E., 600 Mendocino Ave., Santa Rosa, Rosa, P., 1981 Rosa, P., 1982 Rosa, P., 1982 Rosa, P., 1983 Center St., Healdsburg, Hubbard, E. F., 406 Fourth St., Santa Rosa, Hurd, G. Lansing, 235 Doyle Park Dr., Santa Reefe, Georgene, 207 Wallage, S. C. A.

rturd, G. Lansing, 253 Doyle Park Dr., Sar Rosa. Rosa. Kong. George, 207 Wallace St., Sebastopol, King, John, 1,32 Kentucky St., Petaluma Leggett, Raford W., 311 Mendocino Ave., Santa Rosa. Lewis, Jack, 425 West St., Healdsburg, Lindebeck, L. S., 351 Wilson St., Petaluma, Martin, W. J., 414 Broadway, Sonoma. McCluskey, Jack, 359 Fifth St., Santa Rosa. Mercier, Roy H., 534 Mendocino Ave., Sant Rosa.

Kosa. Merrilees, Peter G., 309 B St., Santa Rosa. Metcalf, Joseph, 309 B St., Santa Rosa. Moller Realty Co., 313 E St., Santa Rosa. Nelson Realty, 827 Santa Rosa Ave., Santa

Rosa. Paxton, Grace E., 721 Slater St., Santa Rosa. Pedrotti, M. J., 445 Sebastopol Ave., Santa

Rosa.
Price, Walter, 215 B St., Santa Rosa.
Quistgard, H. C., 525 Fifth St., Santa Rosa.
Rafeneilli, Vincent A., 516 Fourth St., Santa Rosa.
Reeder, Fred, 1317 College Ave., Santa
Rosa.
Reid, Russell D., 3106 Sonoma Ave., Santa

Rosa. Rosa. G. L., 220 B St., Santa Rosa. losasco, Lawrence J., 215 Matheson St.

Rosa. Richard, C. L., 220 ... Rosasco, Lawrence J., 215 Matus. Healdsburg. Saame, John B., 309 B St., Santa Rosa. Sailsbury, Ralph F., 109 A St., Santa Rosa. Schlueter, Rose E., 1064 Fourth St., Santa R., 344 House Office Bld

Rosa. Scudder, Hubert B., 344 House Office Bldg. Washington. Washington, Sam. 157. Kentucky St., Petaluma, leiltz, Ed, Realty Firm, 2500 Redwood trobino, Perry, 640 Fourth St., Santa Rosa, edford, J. A., 522 Fifth St., Santa Rosa, extocelli, S. (Bob.), 520 Fifth St., Santa Rosa, extocelli, S. (Bob.), 520 Fifth St., Santa Rosa, extocelli, S. (Bob.), 520 Fifth St., Santa Rosa.

Rosa. Thomas Agency, P.O. Box 219, Cotati, Wilson, Glenn D., 1080 Redwood Hgwy., S., Santa Rosa. Warren, Charles C., 522 Fifth St., Santa Kosa.

Rosa. Way, Fred E., 442 Humboldt, Santa Rosa. Williams & O'Neil, 526 Mendocino Ave., Santa Rosa. Wogman, W. M., 152 Santa Rosa Ave.,

South Bay **Realty Board**

Active Members, 70; Others, 4. President: E. J. Champion, 1619 S. Pacific Coast Hgwy., Redondo Beach, Socretary-Treasurer: Eleanor Blitz, 140 Pler Ave., Hermosa Beach.

Adams, Marguerite, 807 Manhattan Ave., Manhattan Beach. Adams, Mason, 242 S. Pacific Ave., Redondo erson, K. R., 239 Pier Ave., Hermosa Be adham, Elizabeth, 610 Pier Ave., Hermosa Beach. b., O, Mayme F., 418 S. Broadway, ondo Beach. Dorothy, 1303 Highland, Manhattan Red. seach. Jorkland, Geo. A., 20 Plaza, Palos Verdes. 1z, Eleanor, 140 Pier Ave., Hermosa Brais Beach.

Braisford, Alberts V., 900 Mannaue.

Braisford, Alberts V., 900 Mannaue.

Manhattan Beach.

S7 Pier Ave.,

Hermosa Beach.

Bryan, George W., 1144 Hermosa Ave.,

Hermosa Beach.

Hermosa Beach.

Redondo Septier Ave., Hermosa

Reach.

Redondo S. Pacific Coast ch. ford, Alberta V., 900 Manhattan Ave., Seach, ampion, E. J., 1619 S. Pacific Coast Iwy., Redondo Beach, ick, Harry J., 1010 Pier Ave., Hermosa Rach Beach. ook, Emmaline C., 3205 Sepulveda Blvd., Manhattan Beach. Mahhatan Beaun.
De Chambeau, Tom. 2409 Sepulveda Blvor.
Manhatan Beach.
Deck. Charlet L., 1050 Manhatan Beach.
Blvd., Manhatan Beach.
Blvd., Manhatan Beach.
English, Elber G., 2203 Hermosa Ave.,
Hermosa Beach.
English, Robert E., 2203 Hermosa Ave.,
Charles Reach. Tom, 2409 Sepulveda Blvd., enn, Lloyd M., 1201 Pier Ave., Hermosa Fletcher, Eva A., 419 Torrance Blvd., Redonioù Beach, Gierlich, Ed., 2501 Sepulveda Blvd., Man-hattan Beach, Goodale, Mono, 1401 Highland Ave., Man-hattan Beach, Haggott, Ben, 8 Malaga Cove Plaza, Palos Verdes Estates. es Estates. Alex, 3708 Highland Ave., Manhattan an, A. S., 124 Pier Ave., Hermosa. Hawkesworth, Peggy D., 1203 S. Catalina, Redondo Beach. Hawley, Hazel D., 805 Manhattan Ave., Manhattan Beach Manhattan Beach.
Higgins, John J., 322 Manhattan Beach
Blvd., Manhattan Beach.
Hope, P. R., 2629 Manhattan Ave.,
Hermosa Beach, Calif. Jackson, Howard T., 3217 Manhattan Ave., Hermosa Beach, Kahlo, Leo J., 20 Malaga Cove Plaza, Palos Verdes. essenick, Walter, 15 Malaga Cove Plaza, Palos Verdes. wis, John, 433 Via Corta, Palos Verdes. angdon, Herbert, 2119 Redondo Beach angoon, Heroert, 2119 Redondo Beach Blvd., Redondo Beach, indsey, George, 3516 Highland Ave., Manhattan Beach, ladden, Jean Marie, 425 Pier Ave., Hermosa Beach, lahony, Mary, 857 Pier Ave., Hermosa hony, Mary, 857 Fier Ave., Hermon each. rsh, Clyde, 221 S. Pacific Ave., Redondo James, 1216 Highland Ave., Manmarsnaii, James, 1216 Highland Ave., Man-hattan Beach., 3416 Highland Ave., Manhattan Beach., 813 Manhattan Ave., Manhattan Beach., 813 Manhattan Ave., Manhattan Beach., Manhattan Ave., Manhattan Beach., Manhattan Ave., Manhattan Beach., Manhattan Ave., Hermosa Beach. Neilsen, Frederic J., 3401 Highland Ave., Manhattan Beach. O'Hern, Lillian, 1299 Highland Ave., Manhattan Beach. O'Hern, Lillian, 1299 Highland Ave., Manhattan Beach. Hermosa Beach. Hermosa Beach. tterion, Gordon F., 2023 siannatian even. Hermosa Beach, omares, M. L., 3516 Highland Ave., Man-hattan Beach, urdon, Ethel, 1209 Sepulveda Blvd., Manhattan Beach. Rawlings, Mary B., 802 Hermosa Ave., Rawlings, Mary B., Oos.

Register, Robert L., 1050 Manhattan
Register, Robert L., 1050 Manhattan
Reach Blyd, Manhattan Beach,
Robbins, Lloyd E., 1211 Highland Ave.,
Robbins, Lloyd E., 1211 Highland Ave.,
Manhattan Beach,
Robertson, John H., Adminis, Bldg., Rt. 1,
Robertson, John H., Adminis, Bldg., Rt. 1,
Rose St. Robling Hills.
Seaton, Robertson, Beach,
Robertson, Lordon, Robertson, Robertson 13, Rolling Hill.
Roberta, 3215 Sepulveoa Hill.
Roberta, 3215 Sepulveoa Hill.
Auttan Beach, Pacific Coast
L., Redondo Beach, Marjorie, 316 Manhattan Beach
Marjorie, 316 Manhattan Beach
Marjorie, Ma Manhatan Malter, 1912 ... Shechan, Walter, 1912 ... Hwy., Redondo Beach, Stanley, Marjorie, 316 Manhattan Beach Stanley, Marjorie, 316 Manhattan Beach, Blvd., Manhattan Beach, Blvd., Manhattan Beach, Manhattan Blvd., Manhattan Beach. tinnett, J. L., 3003 Sepulveda Blvd., Ma hattan Beach. turge, Ray, 2101 Highland, Manhattan rtevant, Alleen, 2629 Manhattan Ave., Hermosa Beach. Thompson, Rechard, 140 Pier Ave., Hermosa Beach. Towle, Howard, 437 Via Corta, Palos Verdes. Walker, V. O., 3922 Highland Ave., Man-hattan Beach. Willett, E. B., 64 Malaga Cove Plaza, Palos Verdes.

Wisman, Alice, 3508 Highland Ave., Man-hattan Beach. Wisman, Chet L., 3508 Highland Ave., Manhattan Beach. Young, Howard E., 420 N. Pacific Coast Hwy., Redondo Beach.

Southeast **Realty Board**

Active Members, 183; Others, 60, President: Robert B. Compton, 10650 Atlantic Blvd., Lynwood,

Secretary-Treasurer: H. B. Cooke, 8123 Long Beach Blvd., South Gate. dams, Fred, 9200 California, South Gate den, George F., 12323 Paramount, Holly dale. exander, W. A., 7614 State St., Hunting-ton Park. len, Albert A., 3818 Tweedy Blvd., South e. Bert L., 7510 Pacific Blvd., Huntingyn, Bert L., 7310 racon on Park, oburg, Anna Kay, 7913 State, Huntington Park. Ames, Lawrence R., 4333 Tweedy Blvd., South Gate. Anderson Realtors, 3233 Century Blvd., Lyn-wood. wood. Anderson, Reuben W., 11201 Long Beach Blvd., Lynwood. Angel, Dennis N., 7510 Pacific Blvd., Hunt-ington Park. Barber, Clarence D., 4660 Firestone, South Gate.

Barnwell, B. B., 8130 Seville Ave., South
Gate. Gate. Barnwell, Lester E., 8130 Seville Ave., South Gate. Gate.
Barto, Paul, 4378 E. Gage Ave., Bell.
Beasley, Bertha, 6210 Malabar St., Huntington Park.
Beck, W. H., 5221 Independence Ave., South Gate. Beckley Realty Co., 8948 State St., South Gate.
Beddoe, Harry E., 7712 State St., Huntington Park.
Belknap, Vera M., 2950 Broadway, Huntington Park.
Bell, Harold E., 8697 California, South Gate.
Bell, Harold E., 8697 California, South Gate.
Bellwood Realtors, 4963 Gree, Bell.
Beougher, Lawrence E., 8279 Long Beach
Blvd., South Gate.
Bettendorf, J. Lee, 7663 State St., HuntingBetterndorf, J. Lee, 7663 State St., HuntingBetterndorf, J. Lee, 7699 A Clarendon,
Huntington Park.
Huntington Park. Brebant, D. L., 7859 Seville Ave., Huntington Park, Brebant, D. L., 7859 Seville Ave., Huntington Park, Brewer, Fred H., 4312 Slauson Ave., May-R. E., 8696 State St., Soth Gate. Winifred H., 7913 State, Huntington Burton Realty, 7914 State St., Huntington Park. Caldwell, Alfred E., 8041 Felix Ave., Bell Garder Ted 7623 Pacific Blvd Huntington Chinn, W. C., 8420 Long Beach Blvd., South Gate. Chrisman, Harold E., 6271 E. Florence, Bell Gardens. Gardens.
Christensen, Einer, 3049 Gage Ave., Hunt-ington Park.
Clark, Lawrence A., 7832 Pacific Blvd., Huntington Park.
Coffer, Bennett F., 3101 E., Firestone Blvd., South Gate.
Cole, Billie M., 2621 E. Florence Ave.. Huntington Park. Collins, Chas. C., 1729 E. 60th St., Los Angeles I. Compton, Robert B., 10850 Atlantic, Lynwood.
Conklin, Elmer K., 7311 Holmss Ave., Los Angeles, (2).
Conley, Roy E., 5650 E. Florence Ave., Bell Gard.
Conway-Pinnell, 6917 Pacific Blvd., Huntington Fark.
Cooks, H. B. 8123 Long Beach Blvd., South Cook. Gate Gate.
Crossan, L. B. Co., 2623 Saturn Ave., Hunt-ington Park.
Cummings. Robert M., 10227 Long Beach Blvd., Lynwood. Dawes, Murray K., 3320 E. Century Blvd., Lynwood.
Lynwood.
Lynwood.
Lynwood.
Bibl. Rusell W., 8154 San Gabriel Ave.,
Dehrmann. Arthur F., 8211 Long Beach
Blvd., South Gate.
Huntington Fark.
Huntington Fark.
Huntington Fark.
Bell Gardenert H., 6314 Eastern Ave.,
Bell Garden.
Dudley, Joseph L., 7751 Eastern, Bell Gardens.

Earl, Clyde D., 7712 State St., Huntington Park.

Park.
Ebert, Grace, 2545 California,
Park.
Ellis, Chas. H., 3019 California, Huntington

Ellis, Chas. H., 3019 California, Huntington Park. Erickson, H. M., 6713 Rita Ave., Hunting-ton Park. Fitzsimmons, W. W., 7767 Compton, Los Angeles I.

Flynn, Ada M., 7016 Miramoute Ave., Los Piepenstock, H. F., 2721 E. Gage Ave., Hunt-France, Garland C., 7606 S. Central Ave., Freers, Garland C., 7606 S. Central Ave., Funk, C. D., 2756 E. Florence Ave., Hunt-ington Park. Funk, Ivan, 9210 Atlantic Blvd., Bell. Garstang, Rob. E., 1922 Tweedy Blvd., South Gate. Gawrych, Eugene S., 10415 Long Beach Blvd., Lynwood. Gibbons, A. J., 3840 Tweedy, South Gate. Habstritt, Stanley J., 3816 E. Florence Ave., Bell. Garland C., 7606 S. Central Ave., Haehlen, Rudy A., 10017 Long Beach Blvd., Lynemott, H., 1767 Firestone Blvd., Lon-Angeles, (2). Hammer, Hal B., 4752 E. Gage Ave., Bell. Hampon, Floyd L., 5766 Rita Ave., Hunting-Hambook, ton Park. Hancock, Floyd B., 3325 Florence Ave., Huntington Park. Harrison, Benj. H., 10309 Atlantic Blvd., Huntungton, 1000 August Marrison, Benj. H., 10300 August Martley, Jim, 11701 Long Beach Bivd., Lynwood, Lynwood, Clifford, 2558 Palm Place, Hunt-Hartson, Clifford, 2558 Palm Place, South Hartson, Clifford, 2000 rame ington Park.
Henville, Joe R., 4437 Tweedy Blvd., South Henville, Joe R., Gate.
Holbrook, Kathryn F., 2770 E. Gage Ave.,
Huntiffton Park.
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Howard, Claude I., 4616 Firestone Blvd.,
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Dott, Robert C. 1981 Washington Blvd.
Davidson, D. L., 12121 Washington Blvd.
Davidson, D. L., 12121 Washington Blvd.,
Calver City.
Detwiler, Arrhur, 12300½ Pico Blvd., Los
Angeles, (66).
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Dore, Arthur, 214 Lincoln Blvd.
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Finley, G. M., 11518 Venice Blvd., Culver
City.
City. 1981, 1981, 1981, 1981, 1981, 1981 Finey, C. M., 1130 Vennes Bivd., Gurec Gate, Chee, 1915 Lincoln Bivd. Gerety, Edw. A., 51 Ave. 27. Gossman, Grace, 12865 Washington Bivd. Gustafon, G. Erwin, 1511 Venice Bivd. Haddix, Vernon L. 12613 Venice Bivd. Harter, Lloyd, 12323 Venice Bivd., Mar Vista. Vista. Hughes, P. P., 600 Lincoln Blvd. Johnson, E. A., 12240 Venice Blvd., Mar Hughes, P. P., 660 Lincoln BIVG, Johnson, E. A., 12240 Venice Bivd., Mar Vista, Vista,

Moore, At, 12613 Venice Blvd. Neilsen, Vayne, 2610 S. La Cienega Blvd., Los Angeles, (34). Nemoy, Wm., 12937 Venice Blvd. Omom, John, 12323 Venice Blvd., Mar Vista.

Page, J. R., 627 Venice Blvd. Remington, W. J., 12323 Venice Blvd., Mar Vista, Resto, Michael, 2l Washington St. Richards, G. W., 2006 Lincoln Blvd. Rodgers, Y. C. A., 11622 Venice Blvd., Culver City.

lver City. anik, Dave, 1648 S. Purdue, Los Angeles,

(25),
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Simus, J. R., 1432 Broadway, Santa Monica,
Simus, J. R., 1432 Broadway, Santa Monica,
Shalander, Emil, 2406 Barrington, Los
Angeles, (64), 551 Broadway,
Smith, J. T., 15412 Washington Blvd.
Spangler, Ethel R., 11030 Santa Monica
Blvd., Los Angeles, (25).

Thomas, Grace, 2221 Lincoln Blvd. Thompson, Lester, 3063 Berryman, Culver

White, James A., 2222 Pico Blvd., Santa Monica. Monica. Wilson, Bennie, 12508 Washington Blvd.

Yoder, R. R., 8405 Pershing Dr., Playa Del

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Bailey, Harold M., 129 S. California St., Bailey, Harold M., 127 S. Cautternia St., Ventura. Barnard, Paul J., 468 E. Main St., Ventura. Barner, Thomas C., 120 S. Fir St., Ventura. Bates, R. W., 24 N. California St., Ventura. Beene, W. Ray, 67 S. California St., Ventura. Bicker, Dick, 39 S. Oak St., Ventura. Bogetti, Peter A., 433 E. Main St., Ventura. Borrell, A. J., 2167 Palomar Dr., Ventura. Borrell, A. W., Telephone Rd., Saticoy. Brown, Oran W., P.O. Box 808, Port Hueneme.

rown, Oran W., F.O. Bond Hueneme. rown, Sadie E., 867 E. Main St., Ventura. utts, Sanford D., 1927 E. Main St., Ventura. nuts, Saniord D., 1927 E. Main St., Ventura. Campbell, G. A., 1635 E. Main St., Ventura. Carr Ed I., 176 S. California St., Ventura. Chadsey, R. M., 181 S. Ash St., Ventura. Crandall, Rex D., Rt. S., Box 490, Ojai. Cummings, Arthur H., 680 E. Main St., Ventura.

tura.
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Denison, Lon M., 468 E. Main St., Ventura.
Eddall, E. G., 8 North Fir St., Ventura.
Eddall, Mary C., 8 North Fir St., Ventura.
Eddall, Mary C., 8 North Fir St., Ventura.
Fatig, E., 37 E. Meta St., Ventura.
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Fishburn, David A., 370 E. Meta St., Ventura.

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Ventura. Grassle, G. F., 964 E. Main St., Ventura. Grassle, Harry W., 2016 E. Main St., Ventura. Hinsdale, Alan O., 1732 E. Jain St., Ventura. Holt, E. B., 14 N. Oak St., Ventura.

Holt, E. B., 14 N. Oak St., Ventura.
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Ventura.
Myers, Roy H., Rt. S., Box 64A, Olai.
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Ventura.
Perry, Lange, 176 S. California St., Ventura

Perry, Lane, 176 S. California St., Ventura. Perry, Ruth G., 833 E. Santa Clara St.,

Ventura.
Peters, Paul O., 8 N. Fir St., Ventura.
Rains, Lynn, 7 El Pasadero, Ojai.
Rea, Jessie L., 833 E. Santa Clara St., Ventura.

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Steen, Percy W., 125
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Paul, 120 S. Fir St., Ventura.
White Ventura.
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Zacher, Ada B., 2405 Thompson Blvd.,
Ventura.
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Ventura.

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310.

Box 567.

Edwards Realty Co., 108 N. Court St., Mail:
Box 567.

Enos. Charles J., 110 S. Church St., Visalia.
George, Faber, 126 N. Court St., Box 266.
Griffin, Lloyd, 124 N. Court St.

Howard-Walker Realty, 166 W. Center St.,

Howard-Walker Realty, 100 W. Chine, Visalia. Lee, Mark, 127 W. Mineral King Ave. Morgan, John W., 122 N. Church St., Visalia.

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Kellough, A. H., P.O. Box 692, Vista,
Kleinsmith, Alma H., 639 S. Santa Fe, Vista,
Miller, Dean, Rt. 1. Box 153. Fallbrook,
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Reynolds, Harry A., P.O. Box 496, Fallbrook,
Brook, W. C., 366 W. Vista Way, Vista,
Reineman, Lester A., Star Route, Fallbrook,
Reynolds, Harry A., P.O. Box 307, Vista,
Sing, Myrtle G., F.O. Box 632, Vista,
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Sanders, Catherine C., 619 S. Santa Fe, Vista,
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Sanders, R. D., Rt. 1. Box 1506, Vista,
Shiffer, Frances, Rt. 2, Box 20, Vista,
Shiffer, Frances, Rt. 2, Box 20, Vista,
Vista, Manda, 629 S. Santa Fe, Vista,
Van der Linden, Pamela, P.O. Box 352,
Fallbrook,
Wayman, Raymond, P.O. Box 698, Fallbrook,
Wisson, Arch, P.O. Box 352, Vista,

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Anderson, C. Vincent. 27 Third St. Colegrove & Mossbarger. May-Way Shor Colegrove & Mossbarger. May-Way Shor Cottrell. A. L. Rt. 4. Box 194. Cutrell. A. L. Rt. L. Rt. Carner. Claude. Aptos. Carner. Claude. Aptos. Carner. Claude. Aptos. 19 Third St. Herrlich, Leo. Aromas. No. 19 Third St. Herrlich, Leo. Aromas. No. 19 Third St. King, R. D. 1058 Main St. Fifth St. McSherry & Hudson. 9 Third St. Meidl Realty. 424 Main St. Minogue. Llord. 9 Wall St. Newsom. C. B., 20 Wall St. Newsom. C. B., 20 Wall St. Newsom. C. B., 20 Wall St. George Smith-Edwin Reall, 16 Wall St. Taylor, G. C., Rt. 4. Box 133. Willis, James P., 9 East Lake.

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(48), lount Co., Frank, 6253 Hollywood Blvd., Los Angeles (28), rown & Memory, 539 N. LaCienega Blvd., Los Angeles (48),

Campbell, W. T. B., 7906 Santa Monica Bivd., Los Angeles (46). Carr., Charles J., 7826 Santa Monica, Los Angeles (46). Coz, Mildred Schelp, 1215 N. La Brea Ave., Los Angeles (38).

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Davis, Coral B., 807 Hillson.
Angeles (46).
De Moss, Lloyd B., 6054 Hellywood Bivd.,
Los Angeles (28).
Durfy-Charles Co., 9902 Santa Monica Blvd.,
Los Angeles (46).
Asthur S., 836 N. Fairfax Ave.,

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Fleetwood & Co., 1520 N. La Brea Ave.,
Los Angeles (28).
Foell, George T., 8573 Santa Monica Blvd.,
Los Angeles (46).
Los Angeles (46).

Huinagel, Frank, 7449 Sunset Blvd., Los Angeles (46), Huttenkocher, Ona B., 7175 Sunset Blvd., Los Angeles (46).

Johnston, R. W. & Co., 8563 Beverly Blvd., Los Angeles (48),

Knapp, Evelyn, 642 N. Doheny Dr., Los Angeles (46).

Los Angeles (48).

Kaapp, Evelyn, 642 N. Doheny Dr., Los Angeles (46).

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Macwillam Gordon, 8949 Sunset Blvd.,

Los Angeles (46).

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Los Angeles (46).

Martin, Amby, 7318 Melrose Ave., Los Angeles (46).

Martin, Amby, 7318 Melrose Ave., Los Angeles (46).

McKinney, J. G., 8902 Santa Monica Blvd.,

Los Angeles (46).

McKinney, J. G., 8902 Santa Monica Blvd.,

Los Angeles (46).

Monigomery, O. L., 7449 Sunset Blvd.,

Los Angeles (48).

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Los Angeles (48).

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Bell, Robert S., 1918 ank of America Bldg.
Berl, Roya, 1918 ank of America Bldg.
Berdeaux, Mel, 305 E. Philadelphia St.
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Burke, Clarence W., 631 E. Whittier Blvd. Branher, Avon E., 6449 S. Rosemend Blvd., Rivers. Chaffey, John B., 631 E. Whittier Blvd. Chaffey, John B., 631 E. Whittier Blvd. Chapman, E. N., 930 E. Painter Ave. Craig, Leonard 244 E. Philadelphia St. Curley, Garrett E., 6740 S. Rosemend Blvd., Rivers. Davenport, Dorothy A., 2421 W. Whittier Blvd,

Davenport, Dorothy A., 242 W. Whittier Blvd.
Pavenport, Ray W., 2421 W. Whittier Blvd.
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Gravez. Warren D., 144 E. Philadelphia St.
Hail, George F., 240 E. Philadelphia St.
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Henderson, H. Ted., 113 N. Bright Ave.
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Blvd. Hughes, William T., 14000 E. Anaheim-Tele-graph Rd. Irons, Frank B., 129½ N. Washington Ave. Johnson, Frank B., 118 N. Bright Ave. Jones, Louis T., 143 W. Philadelphia.

Kelsch, George C., 14943 E. Whittier Blvd. Keyes, Charles E., 143 W. Philiadelphia St. Kibler, Lew W., 240 E. Philiadelphia St. Koon, Clifford C., 131 S. Greenled Ave. Kratt, George C., Jr., 302 E. Hadley St. Kratt, Margaret E., 302 E. Hadley St. Le Fever, Roy I., 445 S. Greenleaf Ave. Lerude, Morton, 305 Bank of America Bldg. Macneil, A. Rolerson, 144 E. Philadelphia

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O'Grady, Thomas F., 14200 E. Anaheim Telegraph Rd.
O'Melia, Pat J., 106 Honolulu Terrace. Pellerin, J. M., 9702 E. Whittier Blvd., La Habra, Habra, berton, Del. H., 117 E. Philadelphia

Pemberton, Det. 11.
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St.
St.
Pendleton, Edwin, 14200 E. Anaheim-Tele
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Yolo County Realty Board

Active Members, 10

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Austin, John, Woodland, Kramer, Harley, Woodland, Rickabnagh, Jack, Esparto. Ireland, Wayne, Winters. Long, J. W. Davis. Ouinn, Walter, Davis. Shaffer, Ford, Woodland. Wike, Floyd, Bryte.

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osse, Richard H., 409 4th St., Marysville unch, C. Oliver, 728 Plumas St., Yuba

Bunch, C. CHURF, rar - Care City.

City.

Bunch, Ora Lee, 728 Phuman St., Yuba

City.

John C., 317 5th St., Maryaville.

Hall, Francis, 329 E St., Maryaville.

Hill, C. Stuart, 725 Phuman St., Yuba

Johnson, John Clem, 728 Phuman St., Yuba

City.

Maryaville.

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CALIFORNIA - COLORADO

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Cooley, John M., 1111 W. Yucaipa Blvd., Yucaipa

Hatch, Mary B., 142 W. Yucaipa Bldv., Yucaipa, Hutchison, C. L., Box 129, Redlands, Hutchinson, Gordon, 1509 W. Central. Kelley, Mrs. Ethyle M., 164 W. Yucaipa Blvd., Yucaipa.

Laycock, Thomas E., 1111 W. Yucaipa Blvd.

Laycox, Inomas E. III. v. Yucaipa. Schuenemann H. Ri 2. Box 746. Yucaipa. Schultz, Martin G., 928 N. Ave. 54. Los Angeles (R. 2. Box 422a, Redlands. Sohnius, Oscar P., Ri 2. Box 957. Yucaipa. Thomas, Lew. Ri 1. Box 751. Yucaipa. Wheeland, Ray, 537 W. Yucaipa Blvd., Box 282, Yucaipa. Young, A. W., Box 303, Yucaipa,

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an—See Colorado Sprines
in City—See Fremont County
on—See Grand Junction
on—See Grand Junction
Peres—See Jefferson County
Park—See Loveland, Fort Collin®
green—See Jefferson County
once—See Fremont County
once—See Fremont County
once—See Jefferson County Golden—See Jefferson County
ohntown—See Greeley
akewood—See Jefferson County
a Veta—See Huerfano County
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anitou Springs—See Colerado Springs
Morrison—See Jefferson County
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terling—See Legan County
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Wheatridge—See Jefferson County
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Undividual Member irkpatrick, Henry L., 203 Edgemon.,

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Burgner, C. S., 1209 Spruce St.
Carlson, C. G., 1839 Broadway,
Close, Harold H., 1125 Maxwell,
Coper, Leslie E., 920 10th St.
Cordry, S. L., 1470 28th St.
Cordry, S. L., 1470 28th St.
Gilson, Mrs. Bernice D., 925 Pearl St.
Gilson, Mrs. Bernice D., 925 Pearl St.
Health, Mrs. H., 1984 E., 2001 Baseline St.
Hopkins, John S., 1318 Pearl St.

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Terrell, H. A., 1825 Broadway.
TRAVIS, CARL, 1771 Broadway.
Trolinger, Vaughn 1232 Arapahoe.
Tyler, Mrs. Fave, Boulderade Hotel Lobby.
VanBrocklin, N. A., 1777 Broadway. arden, C. F., 2015 13th St. igotow, Ben, 1644 Pearl St

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Brighton (Individual Member) Merrill, Walter P., 104 Bridge St.

Burlington (Individual Members) Lucas, E. R., Box 533 Shamburg, Warren

Center (Individual Member) Varns, D. E., Box 228

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Active Members, 51; Others, 8

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Burshart, R. A., Eschange Nat'l Bldc.
Cambell, Midred Shaw, (Mrs.), 5 N. CasCade.
Cade.
Canbell, Midred Shaw, (Mrs.), 5 N. CasCade.
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Colo.
Plamann, Alfred A., 112½ E. Pikes Peak.
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Gauntlett, Ward J., 105 W, Madison St.,
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Geissler, Harry H., I N, Crawford Ave.

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O'Dannell, Matt F., 7411 N. Clark St., (20).

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Marvin, Matt B. Agency, 212 2nd Nat'i
Bank Bidg.
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Harvey. Levenson, Solbert J., 15617 Halsted St., Harvey. Olnon, Albert J., 187 E. 150th St., Harvey. Saeger, Charles A., 14841 Paulina Ave., Harvey. Zahler, Harry W., 91 E. 154th St., Harvey.

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Dikeman, Charles K., 312 First Natl. Bank
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Elliott, Mrs. Helen, Pere Marquette Hotel. Essig, Herman F., 139 Commercial Sq. Essig, Washi

Fallin, Hicks, 1407 Main St. Finnegan, J. H., 415 First Natl. Bank Bldg., (2). Fortune, J. H., 102 S. Monroe

Goodrich, J. E., 315 Jefferson Bldg. Goodrich, J. J., 315 Jefferson Bldg. Grimson, E. R., 1101-1102 Jefferson Bldg., (2).

Halvorsen, Eugene, 515 1st Nat'l Bank Bldg. Harris, Thos. H., 408 Court St., Pekin, Hepler, Clifford, 237 S. Maplewood, Hill, Gertrude M., Fond du Lac Dr., East

Hill, Gertrude M., Fond du Lac Dr., East Procia. Procia. Procia. Li Clarence E., 506 Green St., Hitchcock, Frank L., 704 Lehmann Bldg. Hitchcock, Frank L., 704 Lehmann Bldg. Hoagland, Lucile, 105½ Eradiey Ave. Heerdemann, Ewald J., Fond Du Lac Drive, E. Peoria. M., 117 S., Perry Ave., (2). Hufford, Al, 106 E. Seiberling. Hullinger, Golden, 1821 Main St. Hyde. A. C., 1905 S. Prospect Road, Box 185.

Jackson, Ernest W., 1811 Prospect, Peoria Heights, Johnson, E. A., 227 First Natl. Bank Bldg.

Bidge, Carling, William R., 207 Lehmann Kallister, Helen. 641 Malone Ave., (6), Kaufman, Floyd R., 227 First Narl Bank Blog. 841 Lehmann Bldg. Kork, Carrie Anne, 427 First Natl. Bank Bldg. Kork, Carl S., 1019 E. Richwoods Blvd. Kreiger, Orville W., 221 First Narl Bank Bldg.

Bidg.

Lay, Ellery, 1807 Knoaville.

Lay, Ellery, 1807 Knoaville.

Manning, John J., 118 S., Madison.

Marshail, J. C., 723 Main St., (5).

Mayner, Engene P., 408 Court St., Pekin, Ill.

Mayner, East C., Jr., Central Natl. Bank

Bidg., (2).

McClure, Virginia, 218 Jefferson Bidg., (2).

McClure, Wm. C., 228 Jefferson Bidg., (2).

McDand, Don C., 116 S., Madison.

McNutty, Miller, 505 Bigelow.

McNutty, Miller, 505 Bigelow.

Merkel, Herbert C., 100 N., Adams St., Case

Bidg.

Missen, Ralph P., 530 First Nat'l Bank Bidg.

Missen, Ralph P., 530 First Nat'l Bank Bldg. MONTGOMERY, ROY C., 407 First Nat'l

Naughton, Peter J., 621 1st Nat'l Bank Bldg. Nieman, Elmer J., 129 LaSalle Ave., Creve Mrs. Pearl, 1807 Knoxville. Dwight, 801 Lehmann Bldg.

Olson, Mrs. Pearl, 1807 Knoxvolte.
Orr, Dwight, 801 Lehmann Bidg.
Patrick, George, 130 Barker St.
Potter, R. C., 1821 Main St.
Potter, R. C., 1821 Main St.
Roberts, Samuel F., 132 W. Carrington St.
Restiter, Samuel F., 133 W. Washington St.,
E. Peoria.
Robertson, Leona M., 401 Hamilton Blvd.
Saal, Carl J., 611 First Natl. Bank Bidg.
Sandman, H. H., 517 First Natl. Bank Bidg.
Schad; Charles, 8088; N. Sheridan,
Schaler, Albert, 420 Central Natl Bank Bidg.
Schad; Charles, 1808; N. Sheridan,
Schaler, Albert, 420 Central Natl Bank Bidg.
Schad; Charles, 1808; N. Sheridan,
Schaler, Albert, 420 Central Natl Bank Bidg.
Schaler, Albert, 420 Central Natl Bank Bidg.
Schaler, Albert, 420 Senten, 1841

Thiemann, Robert, 106 Tyng St. VanAlstyne, Glenn E., 431 First Nat'l Bank Bldg. Vandeveer, P. D., 407 Pennsylvania. Warren, Albert, 2719 N. Adams St., Wasson, Herbert J., 332 First Nat'l Be Bldg. Weinberg, Carl J., 704 Jefferson Bldg.

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606 Muin St.

Active Members, 27.

President: George L. Hermann, 1719 Broadway, Quincy. Secretary-Treasurer: Mins Agnes R. Wilson, 708 W.C.U. Bldg., Quincy.

Rockford Real Estate Board

Active Members, 80; Others, 68. President: Norris K. Levis, 605 Gas & Elec.

Executive Secretary: Donald J. Griffin, 706 Central Nat'l Bank Bldg.

Banker, Everett D., 613 Empire Bldg. Barbagallo, Joseph, 413 Empire Bldg. Barnes, Charles E., 917 Rockford Trust Bldg. Barnes, Wm. H., Jr., 915 Rockford Trust Bldg.

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Bidg.

Garrico, William M., 404 News Tower Bidg.
Church, Jerome R., 1784 Camp Ave.
Collins, H. J., 605 Gas & Elec. Bidg.
Crosby, Arthur, 302 Rockford Trust Bidg.
CULHANE, FRANK A., 318 Mailberry St.
Dickinson, Edna A., 601 Rockford Trust
Bidg.

CULHANE, FRANK A., 318 Mulberry St.
Dickinson, Edna A., 601 Rockford Trust
Bidg.
Dobler, George, 309 Mulberry St.
Edwards, C. E., 5514 N. 2nd St., Loves Park.
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Fishe, Mr., G. M., 5132 N. 2nd St.,
Loves Park, III.
Fosherg, R. L., 407 E. State St.
Franzen, William F., 129 North Main St.
GAMBINO, FRANK M., 510 Empire Bidg.
Gayle, Joyce D., 213 Blackbawk Bidg.
Gayle, Joyce D., 213 Blackbawk Bidg.
Green, Harry L., Jr., 207 Curler Bidg.
Halsted, Herbert, 171 Rockford Trust Bidg.
Halsted, Wallace, 717 Rockford Trust Bidg.
Hannah, Frederick J., 403 Central Bank
Bidg.
Hankins, Keith, 309 Rockford Trust Bidg.
Hankins, Keith, 309 Rockford Trust Bidg.

Haisted, Malace, 71 Rockford Trust Bildg. Hannah, Frederick J., 403 Central Bank Bildg. Hannah, Frederick J., 403 Central Bank Bildg. Hannah, Frederick J., 405 Central Bank Bildg. Hannan, Fish, 308 Rockford Trust Bildg. Hannan, Phil, 608 Central Nat'l Bank Bildg. Hannan, Phil, 608 Central Nat'l Bank Bildg. Hawkinson, Martin, 134 N. Wyman St. Hecker, A. E., 206 W. Lincoln St., Mt. Morris. Hicks, Howard, 508 Talcott Bildg. Johnson, J. A., Jr., 129 North Main St. Keye, Francis S., 325 E. State St. Loe, William G., 1450 Charles St. Lee, William G., 1450 Charles St. Madden, Fred. S., 902 Blackhawk Bildg. Madden, Kenneth F., 302 Blackhawk Bildg. Moorer, Clarendon, 721 Gas & Elec. Bildg. Nordvall, Howard, 316 7th St. Dendergant, Francor, S44 Whitman St. Pardridge, Blackhe, 701 Central Bank Bildg. Parson, W. W., 307 E. State St. Pendergant, Francor, S44 Whitman St. Reddille, C. B., 202 Panh Ave. Reuter, Cherles, 105 Logan, Belvidere. Route, Router, Cherles, 105 Logan, Belvidere. Route, Madden, A., 202 Central Bank Bildg. Sa4, Wijmton, A., 402 Central Bank Bildg. Sa4, Wi

Disconquist, Paul C., 500 Bldg.
Bldg.
ost, G. T., 709 Central Bank Bldg.
ost, G. T., 709 Central Bank Bldg.
ost, Winston A., 402 Central Bank Bldg.
chabacker, H. W., 506 Rockford Trust Bidg.
Soal, Winston A., 402 Central Bank Bidg.
Saal, Winston A., 402 Central Bank Bidg.
Schabacker, H. W., 306 Rockford Trust
Schabeler, Wm. A., 407 City Hall Bidg.
Scott, Alas S., 308 N. Main St.
Scott, Alas S., 308 N. Main St.
Thompson, David E., Fasut Horl,
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Ward, F. Hugh, 1018 Rockford Trust Bidg.
Weingartner, Clyde F., 314 Rockford Trust
Bidg.
Westerstrom, Ethel R., 601 Rockford Trust
Weiterstrom, Ethel R., 601 Rockford Trust
White, James, 303 S. 2nd St., Oregon, Ill.
WHITEHEAD, LOREN L., 304 Talcott
Bidg.

Bldg. Williams Guy E., 122 N. Church St. Wood, L. J., 404 Rockford Trust Bldg. Ziener, Edward J., 610 Rockford Trust Bldg.

Rock Island Real Estate Board

Active Members, 28; Others, 20. President: Robert P. Gilloley, 1907 2nd Ave. Secretary-Treasurer: Gerald L. Green, 325 18th St.

Apple, DeArmond, Safety Building. Averill, Lee T., Safety Bldg.

Budelier, Herman, 1511 29th St. Conneil, Howard, 314 20th St. Davis, W. J., 1411 9th St. Dodge & Krueger, Rock Island Bank Bldg. Eckhart & DeBeis, First Nat'l Bank Bldg. Gibbs, George, 1706½ 2nd Ave. Gruke, J. J., 325 18th St. HALL, HARRY, 311 10th St. ALL, HARRY, 311 18th St.
HALL, HARRY, 311 18th St.
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Hance & Hance. Safety Bldg.
Irwin, H. M., 1156 64th St.
KNUEPPEL, RAY, 1716 3rd Ave.
Kreis Agency, 1st Natl. Bank Bldg.
Manhard Realty, 1826 5rd Ave.
Manlove Agency, Cleveland Bldg.
Mason & Ellis Co., Rock Island Bank Bldg.
Mason & Ellis Co., Rock Island Bank Bldg.
Mason & Ellis Co., Rock Island Ave.
Montgonery, J. W. 701 17th St.
Montan Agency, 1203 3rd Ave.
Ritter, R. F., 1916 24th St.
Schousrman & Kempe, 1907 2nd Ave.
Smith, W. Barney, 2514 30th St.
Swanson, Evert, First Nat'l Bank Bldg.
White, C. E., 929 17th St.

Shelby-Moultrie Board of Realtors

Active Members, 24; Others, 4. President: D. G. Carnine, Sullivan. Secretary: A. M. Melcher, Findlay.

President: D. G. Caraine, Sulliva Secretary: A. M. Mekher, Findl Baker, Henry C., Moweaqua, Boys, Homer, Shelbyville. Bryant, G. W., Levington, Campbell, James L., Sullivan, Carnine, D. G., Sullivan, Carnine, D. G., Sullivan, Coventry, C. E., Findlay, DeBruler, W. A., Bethany, Fitzgerald Harold, Bethany, Fitzgerald Harold, Bethany, Graham, Fred L., Shelbyville, Herron, Homer A., Shelbyville, Little, Guy S., Sullivan, McLaughlin, Jack W., Sullivan, McLaughlin, Jack W., Sullivan, McLer, A. M., Findlay, Moore, A. W., Cowden, Pinkston, J. I., Moweaqua, Riley, Earl D., Shelbyville, Selock, Wm., Sullivan, Storm, Guy V., Shelbyville, Weakley, Elmer A., Shelbyville, Weakley, Elmer A., Shelbyville, Weakley, Elmer A., Shelbyville, Weakley, Elmer A., Shelbyville, Wood, F. W., Sullivan,

Springfield **Board of Realtors**

Active Members, 71: Others, 17. President: Leo Slutz, 129 S. 4th. Secretary: J. H. Young, 705-6 Forguson Bldg.

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Barnett, R. D., Myers Bidg.
Batensa, R. F., Ferguson Bidg.
Booth, Joseph A., Reisch Bidg.
Bowman, Paul L., 4d5 N. 6th St.
Brown, Casper H., 444 Reisch Bidg.
Brown, Clyde E., Rushville.
Berry, Lyda M., 526½, S. 7th St.
Casper, Albert, 220 N. 6th St.
Casper, Albert, 220 N. 6th St.
Coutrakon, Inshelle H., 205½, S. 6th St.
Crooby, John B., Security Bidg.
Coutrakon, Inshelle H., 205½, S. 6th St.
Crooby, John B., Security Bidg.
Darneille, Frank, 508 S. 7th St.
Duff, J. R., 608 E. Capitol Ave.
Duham, Then. C., 314½, S. 6th.
Dye, Ernest A., 1616 Dial Court.
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Friedlo, Eugene M., 1417 N. 4th St.

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McCammon, G. E., 1837 Lowell Ave.
McClernon, James P., Ferguson Bldg.
McFall, J. G., 1532 S. Douglas Ave.
Manning, Burdett, 2605 S. 6th St.
Manning, Claude A., 2606 S. 6th St.
Martin, Helen, 1119 S., 7th St.
Mavrin, Leo J., 1206 E. Laurel St. Martin, Helen, 1119 S. 7th St.
Martin, Leo J., 1206 E. Lauerel St.
Montgomery, H. E., 524½ E. Capitol Ave.
Monan, C. J., Ferguson Bild,
Murphy, John H., Security Bildg.
Murphy, John H., Security Bildg.
Cowen, L. H., 104 N. 6th St.
Cowen, L. H., 104 N. 6th St.
Perkins, Reed M., 205½ S. 6th St.
Perkins, Reed M., 205½ S. 6th St.
Rambach, Floryd R., 214 S. 5th St.
Rummel, Ross, 405 N. 6th St.
Rumyan, Helen, 509½ S. 6th St.
Sager, Demukhen, 509½ S. Walnut St.
Smith, Chas, M., Ist Nat! Bank Bildg.
Smith, William G., 1200 W. Menree St.
Sommer, Eugene F., 404 Ferguson Bildg.
Stuart, R. A., 519 E. Edwards St.
Thayer, E. R., 626 S. Walnut St.
Walless, Gail M., 319 S. 5th St.
Walness, Gail M., 319 S. 5th St.
Walterfield, Frances H., 1347½, N. 4th St.
Watsfrield, Frances H., 1347½, N. 4th St.
Walshinson, C., Taylorviller, M. Main, TaylorWright, Edith, 512 S. 4th St. Wright, Edith, 1512 S. 4th St. Young, J. H., 705-6 Ferguson

Trunton (Individual Member) Schaeffer, D. L.

Waukegan-Lake County Real Estate Board

Active Members, 24; Others, 30 President: W. J. Murphy, Round Lake. Secretary-Treasurer: John L. Leonardi, 51 Highwood Ave., Highwood.

Bartelt, Robert, Fox Lake.
Behm, Louis I., Graydake.
Bery, Francis J., 204 N. Milwaukes Ave.,
Libertyville.
Brenner, J. P., 241 Sheridan Rd., Zion.
Drobnick, Jerome P., 220 N. Genese St.,
Warkers. Washegan Drobnick, Joseph, 220 N. Genesee St., Washegan



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Lindakog, A. J. 221 Washington St., Waukegan.
McCaughey, Dan, Box 105, Rt. No. 1, Grayslake.
Morton, Fred V., 225 Washington St., Waukegan.
Murphy, W. J., Round Lake.
Olson, H. D., 210 Washington St., Waukegan.
Paxton, J. R., 2641 Sheridan Rd., Zion.
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SCHWARTZ, WILLIAM, 133 N. Genesee
St., Washegan.
Vick, Elton R., 4 S. Genesee St., Waukegan.
Vick, Glyv, 226 Railwaya Ave., Highwood.
Watts, Ben, Lake Region Realty Co., Fon
Lake.
Williams, Dave, Wauconda.
Williams, Dave, Wauconda.
Vort Choseph John, 1045 Wadoworth Ave.,
North Chicago.

West Suburban Real Estate Board of Cook County

Active Members, 28; Others, 9 President: M. W. Bliss, 1320 S. 5th, May-Scretary-Treasurer: Wm. T. Collins, Jr., 416 Madison St., Maywood. en, Earle R., 1310 Lake St., Melrose Park, ss, M. W., 1320 S. 5th Ave., Maywood, llard, John Preston, 506 Washington Blvd., Maywood. arson, Doug., 102 Broadway, Melrose Park, Mins, Wm. T., Jr., 416 Madison St., May-wood alotta, Insent P. ulotta, Joseph F., 1802 Lake St., Melrose Park. Pavis, Harold F., 622 Keystone Ave., River vies, Francis M., 1209 S. 5th Ave., Maywood, eGraria, Joseph, 2101 Lake St., Melrose, Park, ert, Edgar M., 903 S. 5th Ave., Maywood. rshall, Walter, 309 Lake St., Maywood. addy, Peter Paul, 154 Broadway, Melrose Park. reen, Rodney F., 812 Chicago Ave., May-wood, lintre, Arthur G., 1547 Westchester Blvd., vestchester. nter, John L., 727 Bellwood Ave., Bellrubl, Edward, 2135 S. 17th. indop, Edmund F., 2125 S. 17th Ave.,

Martin, Peter, 1900 S. 5th Ave., Maywood, Marziani, George, 2125 S. 17th Ave., Broad-

feyer, Paul H., 727 Bellwood Ave., Bell-

Wild, Emil A., 7 N, 5th Ave., Maywood, Wilson, Harry, 111 S, 5th Ave., Maywood Wolf, Peter, 106 Broadway, Melrose Park

Yundt, Michael, 4837 Butterfield Rd., Hill-

eacock, Harry, 609 Lake St., Maywood, eterson, Lura Ann, 505 Main St., Maywood.

Whiteside County Board of Realtors

Active Members, 25

President: Leo J. Lauff, 123½ E. 3rd St., Sterling. Secretary: Mary V. Hermes, 206 Lawrence Bldg., Sterling.

Acton, Joe, 601 W. 12th Street, Sterling.
Acton, Joe, 801 W. 12th Street, Sterling.
Devine, Rollo, 460 Locut, Sterling.
Plock, William F., 316/; 1st Ave., Sterling.
Floty, Mary W., 513 Locuts Street, Sterling.
Folkers, H. J., Central Trust Bilg., Sterling.
Hermas, Mary, Lawrence Bilg., Sterling.
Hermas, Mary, Lawrence Bilg., Sterling.
Humphrey, Otto J., 201/; 1st Ave., Rock
Falls.

Kadel, John, 112 W. 2nd St., Rock Falls. Lauff, Leo J., 123½ E. 3rd St., Sterling. Mott, Fay, 219 Locust St., Sterling. O'Brien, Tom, Lawrence Bldg., Sterling. Pliney, Wm. F., Lawrence Bldg., Sterling. Plautz, Harold, Prophetatown.

Rasmussen, Trons, Central Trust Bidg.,
Sterling.
Sterling.
Rogers, Clark, 608 Fourth Ave., Sterling.
Rogers, Clark, 608 Fourth Ave., Sterling.
Schuneman, Norm. 219 Locust St., Sterling.
Shore, Clyde, 1204 Locust St., Sterling.
Sprakel, Charles 703 W. 13th St., Sterling.
Stanley, D. H., 405 Locust St.
Wieneke, George R., Erie.
Wilbern, George R., Erie.
Wilbern, George R. Sterling.

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Arcadia—See Hamilton County Argus—See Marshall County Auburn—See DeKalk-Noble County Aurora—See Southeastern Avilla—See DeKalk-Noble County Bremen-See Marshall County Bryant-See Jay County Bryant—See Jay County
Cambridge City—See Richmond
Carmel—See Hamilton County
Charlestown—See Clark County
Chesterfield—See Anderson
Cicero—See Hamilton County
Clarksville—See Clark County Chesterfield-See Alac County
Chesterfield-See Alac County
Giccro-See Hamilton
Giccro-See Hamilton
Giccro-See Hamilton
Giccro-See Hamilton
Giccro-See Hamilton
Giccro-See Montgomery County
Cardyordeville-See Montgomery
County
Darlington-See Montgomery
County
Darlington-See Manda
Forest Park-See Valparaiso
Francisco-See Gibson and Pike Counties
Francisco-See Marion
Grovertowa-See Marshall County
Hobart-See Gary, also Valparaiso
Indiana Harbor-See Hammond
Jeffernonville-See Clark County, New
Albany
Hamilton-See DeKalb-Noble Indiana Harbor-See Hammond
Jeffersonville-See Clark County, New
Albany
A

Ambia (Individual Member) Egbert, Russell J.

Anderson Board of Realtors

Active Members, 50; Others, 19.

President: A. Geo. Harrison, 29 W. 10th St.
Secretary-Treasurer: A. L. McKee, Anderson
Banking Co.

Maching Co.

Abbott, L. R., 1902 E. 8th St.
Adcock, Elver F., 1200 East 5th St.
Adcock, Elver F., 1200 East 5th St.
Alley, Edward E., 315 Anderson Bank Bldg.
Austin, W. G., 909 Meridian St.
Bright, Robert E., 339 Citizens Bank Bldg.
Clark, O. C., 29 W. 100h St.
Copeland, Don, 106 Pendleton Ave.,
Pendleton

Clark, O. C., 29 W. 10th St.
Clark, Robt. E., 29 W. 10th St.
Copeland, Don, 106 Pendleton Ave.,
Pendleton,
Pen

McCreary, W. Burgess,
McKee, L. Anderson Banking Co.
McKee, L. Anderson Banking Co.
Mills, E. Merrill, 315 Pendleton Ave.
216 Citeses Bank Bidg.
Rock, John T., 108 Anderson Bank Bidg.
Rock, John M., 708 Anderson Bank Bidg.
Scheller, Mrs. Nellie, 2 E. 8th St.

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field.

Walker, F. Stuart, 317 Anderson Bank Bldg.

Waymire, Joe, Rowland Title Co.

Wellington, D., 386 Citizens Bank Bldg.

Wellington, Edw., 366 Citizens Bank Bldg.

Wilson, Frank B., 466 Citizens Bank Bldg.

Wright, Noland C., 215 Citizens Bank Bldg.

Bedford Real Estate Board

Active Members, 12 President: C. O. Turner, Masonic Temple Bldg. Secretary-Treasurer: N. R. Olson, 821 15th St.

St. Adamson, N. R., 312 Stone City Nat'l Bank Blilg.
Anderson, A. J., 910½ 16th St. Campbell, Al E., 1620 1 St. Farmer, J. B., 496 Citizens Var'l Bank Bldg. Farmer, J. B., 496 Citizens Var'l Bank Bldg. Hatfield, Phillip J., 1011 15th St. Hatfield, Phillip J., 1011 15th St. Long, Walter J., 200-A Citizens Natl. Basik Bldg. N. Aspency, 621 15th St. United St. Comp. Walter, C. O., Manonic Temple Bldg. Walter, Walls, 1424 1 St.

Bloomington Board of Realtors

Active Members, 14.

President: George Bloom, School of Business, Indiana University.

Secretary: Ralph R. Mills, 108-110 S. Walnut St.

St.
Bloom, George, School of Business, Indiana Univ.
Combs, Orval, 121 // W. Kirkwood.
Deckard, Herman H., 119 E. Third St.
Deckard, Herman H., 119 E. Third St.
Evans, H. C., 210 W. 6th.
Hall, Jimmie, 212 S. Walnut.
Headley, John E., 212 S. Walnut.
Mills, Kalph R., 108-10 S. Walnut.
Mills, Kalph R., 108-10 S. Walnut.
Stephens, Harry, Jr., 119 E. 3rd St.
Swarthout, F. H., First Nat'l Bank Bldg.
Swarthout, J. L., First Nat'l Bank Bldg.
Swarthout, J. L., First Nat'l Bank Bldg.
Terrell, Ben. 119 E. 3rd St.

Clark County Board of Realtors

Active Members, 10.

President: Iceal Alford, 310 E. Court Ave., Jeffersonville.
Secretary: Richard P. Voigt, 105 W. Maple St., Jeffersonville.
Alford, Iceal. 310 E. Court Ave., Jeffersonville.
From, Norvil, 1008 E. Tenth St., Jefferson-Colvin, Taylor, 1015 Francis Ave., Clarks-ville.
Harper, J. E., 447 Spring St., Jefferson-ville.
Juggram, Warland W., 219 Spring St., JeffersonColvin Frank C. 244 Main Cross St.

ville.

Igram, Warland W., 219 Spring St., Jeffersonville.

Keller, Frank C., 244 Main Cross St.,
Charlestown.

Leach, Henry C., 1008 E. Tenth St., Jeffersonville.

Ponry B., 214 Chippewa St., Jeffersonville.

Shepherd, Mary E., 214 Chippewa St.,
Jeffernowille.

Voight, Richard P., 105 W. Maple St.,
JeffersonJeffersonville.

Columbus Real Estate Board

Active Members, 14; Others, 5.
President: Frank Aldenhagen, 2115 California Settersy: Cacil Gant, 2221 Gilmore St.
Aldenhagen, Frank A., 2115 California St.
Brougher, Curtis, 405½ Washington St.
Brougher, Curtis, 405½ Washington St.
Bruder, Earl R., R.R. 4.
Dunlap, E. Evans, R.R. 4. Mesale Village.
Gant, Cecil R., 2221 Gilmore St.
Hovis, George W., 651 Indiana Ave.
Hubler, Max. 405½ Washington St.
Jones, Paul S., 2121 Chestout St.
Lawless, Eugene, 421½ Washington St.
McGinnia, John S., 410 Fifth St.
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Brumback, W. C., 131 E. 5th.
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Bowen, T. H., Kendallville.

Hall, A. Walter, Rome City, Hosler, R. Charles, Kendallville. Miller, P. Carl, Room 211 Keller Bldg., Kendallville. Sunney, E. Chester, Room 202 Keller Bldg. Kendallville. Wertenberger, R. H., 106 N. Main St. Auburn. Wible, Ralph, 811 N. Main St., Auburn. Zesedyk, Neil, Kendallville. Zimmerman, Robert, Avilla.

Delphi (Individual Member) Grimm, E. R., Mount Bldg.

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Doll, Watter, 400 W. Maries St.
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Gorney, Henry R., 123 W. Jackson.
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Bidg.
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Buther, Charles J., Indiana Bah, Bidg.
Buther, Charles J., Indiana Bah, Bidg.
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Dirschl, Arthur, 506 N. Main St.
Porier, Walter H., 11 N.W. 5th St.
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Emge, Norman J., 100 Main St.
Fitzgerald, Harry J., 222 Main St.
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HÜBER, GURTIS E., 30r 9;
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Jones, Frank J., Newburgh.
Julian, L. G., 216 Court Bidg.
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Kleymeyer, Heary F., 1924 Bellemeade.
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Hackman, Ernest H., 26 Ucility Hilg.
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Keith, C. W., 312 Gettle Bldg.
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LaMar, Richard R., 504 Strauss Bldg.
LaMar, Richard R., 504 Strauss Bldg.
LaMar, Roan M., 504 Strauss Bldg.
LaMar, Rose, 504 Strauss Bldg.
LaMar, Cast D., 415 Lincoln Bank Tower.
Lusy, 504 M., 504 Strauss Bldg.
Lafat, Cart D., 415 Lincoln Bank Tower.
Lusy, 504 M., 504 Strauss Bldg.
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Roote, Arthur W., 411 Dine Bank Bldg.
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Walley, Erest, 14-17 Dime Asnex Bidg.

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Bidg.

Zwahlen, Harry A., 466 Gettle Bidg.

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Briggs, F. 5., 562 Washington,
Brown, J. S., 352 Broadway,
Brownfield, 506 Broadway,
Brownfield, 506 Broadway,
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Comby, L. I., & Son, 3646 W. Wabash,
Comby, L. I., & Son, 3646 W. Wabash,
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CODX, MORRIS M., 738 Broadway,

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Devaney Realty Co., 515 Broadway.
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Flanneys, Edward J., 304 Broadway.
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Gracia, R., 504 Broadway.
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Havrilla, John, 325 Broadway.
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Krans, Henry, 770 Broadway.
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MacPherson. Water F. 506 Broadway.
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Mathies, Ray, 37 W. 7th Ave.
Marsus, Fleyd H. 504 Broadway.
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Mathies, Ray, 37 W. 7th Ave.
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Robinson, Janes, 506 Broadway.
Rurode, Joseph, 27 W. 7th Ave.
Ryan, Gien, 856 Broadway.
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Steel City Savings & Loan, 946 Broadway.
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Cope, Mayned Co. 33 Shoots Bldg.

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Knapp, C. A., 4323 Hohman Ave.
Kosanke, A. W., 5 Cooledge St.
Manta, John, 3609 Main St., Indiana
Harbor.

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McPere, Gibson, 131 Rimbach Ave.
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Monaldi, Alfred, 3451 Hohman Ave.
Monaldi, I. R., 3451 Hohman Ave.
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Calumet Gir, 165, 1650 Calumet Ave.
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Sherrow, Harry R., 3103 Ridge Road, Lansing, Ill., 214 Runell S.
Shreve, L. R., 215 Runell S.
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Willingston, Raha R., 7130 Grand Ave.
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Castle.

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Wayman, Fred C., 223 Burr Bldg., New
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Allen, Claude, 625 Circle Tower Bidg. (4).
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Ankenbrock, William S., F. C. Tucker Co.,
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Appel, Alan C., 123 Circle Tower Bidg., (4).
Appel, Prod. V., 1st Fed. Sav. & Loan
Assn., (4).
Atkinson, Warren M., 717 Illinois Bidg., (4).
Bailey, Chester F., 1360 Consolidated Bidg., (4).
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Ladlow, Chard. 1300 St.
Ladlow, Chard. 1300 St.
May. Civide, 914 E. Tavdor St.
McKeynolds. John S. 2001, N. Main St.
Miller, Walter, 452 Armstrone, Landon Bldg.
Mills. Paul J., 106 W. Mulberry St.
Robbins, R. D., 109 E. Sycamore St.
Schwartz, A. H., 113 W. Mulberry St.
Sellers, Dan (Union Bank and Trust Co.),
200 E. Mills St.
Thommson, Filis C., 110 E. Mouroe St.
Tudor, Charles W., 2001, N. Main St.
Tudor, Ross B., Kokomo Savings & Loan
Ass'n.

Walker, Gilbert, 320 E, Carter. Walsh, P. H., 214 Union Bank Bldg. Wilkinson, William L., 621 W. Walnut St. Williams, Herbert, First Federal Savings & Loan Ass'n. Wirick, E. H., 110 W. Superior St.

Lafavette Real Estate Board

Active Members, 28; Others, 8 President: Harold Clegg, 103 N. 10th St. Secretary: Robert Hockema, 411 Ferry St. Baugh, Harry, 301 Columbia St. Beeler, Harold E., 219½, N. 4th St. Burt, Ed. H., 807 Columbia St. Clegg, Harold, 105 N. 10th St. Collins, E. R., 312 Ferry St. Delong, George, % Lafayette Loan and Trut Co.

Delong, George, 76, Lalayette Loan a Trutt Co.
Ham, Frank 320 Ferry St.
Ham, Frank 320 Ferry St.
Horkette, St. St. St.
Horketma, Charles, 411 Ferry St.
Horketma, Charles, 411 Ferry St.
Holkenbeck, Earl, 512 Ferry St.
Hollenbeck, Earl, 512 Ferry St.
Lillie, C. G., Schulz Bilds.
Lux, Flord B., 412 Main St.
Lux, Flord B., 412 Main St.
Naville, C. V., Sr., 235 Columbia St.
Naville, C. V., Sr., 235 Columbia St.
Overton, M. L., Fr., 50 Loan & Trust Co.
Overton, M. L., Fr., 50 Loan & Trust Co.
Pheffer, David, 412 Main St. Overton, M. L., Sr., 38 Loan & Frust Co. Pheffer, David, 412 Main St. Price, Geo., 312 Ferry St. Robinson. Bowen, 419 Ferry St. Schulze, Paul, 412 Main St. SHOOK, CHARLES, 412 Main St. Teal, William, 33 Lafayette Loan and Trust Bible. Teal, William, 33 Lafayette Lon Bldg. Tedford, T. A., 221 N. 4th St. Vyverberg, Kryn, 98 Main St. Winfield, M. R., Kettlehut Bldg.

LaPorte **Board of Realtors**

Active Members, 11 President: Glenn B. McDonald, 314 First Natl. Bank Bldg. Secretary-Treasurer: Randolph L. Recg, 1605 Lincoln Way.

1605 Lincoln Way.
Bradley, Rex., 304 First Natl. Bank Bldg.
Burg, Clifford A., 407 Jefferson Ave.
Conner. Walter S., 165 Lincoln Way.
Craft, George, 1208 I St.
Goff, Robert D., RFD No. I.
Link, Forrest D., 314 1st Nat'l Bank Bldg.
McDonald, Durward B., Odd Fellows Blde.
McDonald, Glenn, 314 1st Nat'l Bank Bldg.
McDonald, Glenn, 314 1st Nat'l Bank Bldg.
Newby, Harry E., New Carlie.
Parker, Harold, 904/y Lincoln Way.
Reg., Randolph L., 1605 Lincoln Way.

Lebanon (Individual Members)

Logansport **Board of Realtors**

Active Members, 10, President: Robert M. Ayers, 16 W. Linden Ave. Secretary: Hugh Thimlar, 215 19th St. Secretary: Hugin Filminar, 225-3348-34.
Ayers, Robert M., 16 W., Linden Ave.
Cree, Ira, 421½ E. Broadway.
Fetterholf, Larry, 216½; Fourth St.,
Harner, H. E., 538 Bates St.,
Martin, Roscoe, 202 Fourth St.,
Martin, Douglas, 202 Fourth St.

Personette, James T., 129 E, Market, Pierce, R. D., 218 Fourth St. Schneider, Erle G., 218 Fourth St. Thimlar, Hugh, 215 Nineteenth St.

Marion **Board of Realtors**

Active Members, 24; Others, 18. President: Lawrence Blinn, 208 Glass Block. Secretary: A. Russell Hutchinson, 405 Glass Block, Marion.

Blinn, Lawrence, 208 Glass Block. Dinii, Lawrenez, 200 Glass Block. Carl, Fred D., 209 Glass Block. Carl, Herman D., Rm. 505 Glass Block. Carter, C. L. Rm. 405, Glass Block. Coomer, H. Guy, 203 Custer Block. DeWolf, Lewis F., 808 W. First St. Gotschall, M. G., Rm. Z, Farmers Trust Rbd-all, M. G., Rm. Z, Farmers Trust Gotschall, M. G., Rm. 2, Farmers Trust Bldg. Graham, Herman E., 1308 W. Second St. Haines, John S., 516 W. Fifth St. Hutchinson, A. Russell, Rm. 405, Glass Block.

Block.
McClellan, Paul, 120 E. 5th St.
Middleton, Philip J., Rm. 202, Glass Block.
Outland, Glen B., Rm. 21, Bennett Block.
Payne, Clifford E., 309 Iroquois Bldg.
Ray, Robert, 302 E. Main St., Gas City.
Roberts, Lee, 111 W. Washington St.,
Fairmount.

Roberts, Lee, 111 vr. vrastangson acc., Fairmount. G., Rm. 203 Glass Block. Rudolph, Lewis G., Rm. 203 Glass Block. Sisson, Roberts. W. Second St. Sisson, Roberts. 202 E. Mais St., Gas City. Strasburg, J. Frank, 617 N. Washington. Westfall, James E., 310 So. Boots St. Westfall, Ord. R., 310 So. Boots St. Winters. Joe. Salem Pike.

Marshall County **Board of Realtors**

Active Members, 15.

President: George W. Miles, 121 W. Garro St., Plymouth. Secretary: Thurman L. Carey, 710 Mans-field St., Plymouth.

Baker, George M., 221 S. 6th St., Plymouth.
Baker, Violet L., 221 S. 6th St., Plymouth.
Carey, Thurman L., 710 Mansfield St.,
Cressner, Morris R., 307 N. Center St.,
Plymouth

Carpenter, Stacy, Argos, Gear, Raymond W., 204½ N. Michigan St., Plymouth, Hlavacek, L., Grovertown. Jones, Jennie E., 108 N. Center St., Ply-

Kosanka, Henry A., Argos, Keyser, Lloyd B., 2011/2 N. Michigan St., Plymouth. Lackey, Harry, 101 S. Michigan St., Plymouth. Lee, Ernest J., R.R. No. 2, Plymouth, Miles, George W., 121 W. Garro St., Ply-Rossa, J. S., Culver. Smith, Donald E., Bremen.

Michigan City **Board of Realtors**

Active Members, 39: Others, 20. President: Tom Tobin, 906 Franklin St. Secretary: Wayne Magnuson, First Federal Savings Bldg.

Sceretary: Wayne Magnuson,
First Federal Savings Bldg.
Barnett, Jmes. Deulah, 701 E. Michigan St.
Barnett, Jmes. 701 E. Michigan St.
Barretto, Jmes. 701 E. Michigan St.
Barthelomew, Fred. 1101 Washington St.
Barthelomew, Fred. 1101 Washington St.
Barthelomew, Fred. 1101 Washington St.
Blank, William R., Ceitrens Bank Bldg.
Blank, William A., 632 Pine St.
Carlon, Clyde H., Long Beach.
Carlon, Clyde H., Long Beach.
Carlon, Glyde H., Long Beach.
Carlon, Edwin, R.R. 2, Box 355.
Drake, Mrs. Edwin, R.R. 2, Box 355.
Prake, Mrs. Edwin, R.R. 2, Box 355.
Engberg, Mrs. Minnie, 959½ Franklin St.
Franks, John J., 302 S. Dixon St.
Franks, John J., 302 S. Dixon St.
Franks, John J., 302 S. Dixon St.
Franks, John M., 211 Ridgeland Ave.
Gale, Charles C., 222½ W. 9th St.
Glidden, Chester T., Citizens Bank Bldg.
Gray, James C., 205 E. Th St.
Klein, N. C., Gittiens Bank Bldg.
Gray, James C., 205 Franklin St.
Magnuson, Wayne, 720 Franklin St.
Mathias, Clarence L., Long Beach.
McLean, Lee H., Warreen Bldg.
Morgan, Jos. 101 Washington St.

Moreland, Mrs. Mary Elizabeth, 117 Louisi-Moreland, Mrs. Mary Elizabeth, 117
nan Ave. J. P., 717 Wainjuston St.
Nicholose, J. P., 717 Wainjuston St.
Oct. Ph. 148 Waver Blog.
Oct. Ph. 148 Waver Blog.
Oct. Ph. 148 Waver Blog.
Terrey, Lon. 722 Franklin St.
Terrey, Roy H., 722 Franklin St.
Terrey, Roy H., 722 Franklin St.
Terrey, Roy B., 722 Franklin St.
Terrey, Roy B., 722 Franklin St.
Terrey, Boy B., 722 Franklin St.
Widmar, John, Beverly Shores.
Widmar, John, Beverly Shores.
Wolfe, Arthur A., 118 E. 6th St.
Woodman, Philip F., P.O. Box 50,
Wors, Clem, 2011 Lake Shore Dr.

Montgomery County Board of Realtors

Active Members, 40

President: William M. Daseke, (Fisher-Daseke Agency), Crawfordsville, Secretary: Robert L. Pollom, (Pollom-O'Neall Agency), 304-5 Ben Hur Bidg., Crawfordsville.

Daseke Acency), Crawfordsville.
Secretary: Robert L. Poliom, Foliom-O'Neall Agency), 304-3 Ben Hur Bildg., Crawfordsville.
Agnew, Talmase, Farm Loan Asan.).
Crawfordsville.
Ball, Ernest, State Bank, Ladoga, Ball, Ernest, State Bank, Ladoga, Barnett, D. W., 1007/s. N. Washington, Crawfordsville.
Ball, Ernest, State Bank, Ladoga, Barnett, D. W., 107/s. N. Washington, Crawfordsville.
Bilde, Fred E., Linden.
Boots, Robert M., Darlington.
General E., Linden.
Boots, Robert M., Darlington.
Crawfordsville.
Bilde, Fred E., Linden.
Daseke, William M., (Fisher-Daseke Agency), Crawfordsville.
Davenport, Warne, 124 S. Green St., Deck, Lynn, 112 N. Grant Ave., Crawfordsville.
Davenport, Warne, 124 S. Green St., Deck, Lynn, 112 N. Grant Ave., Crawfordsville.
Fletcher, Wallace, 209 N. Washington, Crawfordsville.
Ford, Alva, State Bank, Ladoga, Crawfordsville.
Ford, Alva, State Bank, Ladoga, Crawfordsville.
Groves, Charles, (Mutual Ins. & Realty), Crawfordsville.
Groves, Charles, (Mutual Ins. & Realty), Crawfordsville.
Grawfordsville.
Hardaway, H. T., Darlingtoe.
Hardwordsville.
Hardway, H. T., Darlingtoe.
Hardwordsville.
Hardway, H. T., Darlingtoe.
Hardwordsville.
Hardway, H. T., Darlingtoe.
Hardwordsville.
Mardy, J. W., (The Hauck Agency), Crawfordsville.
Mahoney, Darnell, (Crawfordsville.
Marks, Robert W., (Ladoga BLF & Sov. Ass.), Ladoga, Burnel Burnesu Bidg., Crawfordsville.
Morrion, Gilbert, Ladoga, O'Neall Semanda, (Morrion, Gilbert, Ladoga, O'Neall, Semanda, (Morrion, Gilbert, Ladoga, O'Neall, Semanda, Grawfordsville.
Simns, Frank, (Howard-Simms-Wright, Stafford, Oncer W., 101/4 E. Main St., Crawfordsville.
Simns, Frank, (Howard-Simms-Wright, Stafford, Oncer W., 101/4 E. Main St., Crawfordsville.

Muncie **Board of Realtors**

Active Members, 36; Others, 20, President: Herbert G. Austin, 203 Rivoli Bldg. Secretary-Treasurer: Allan G. Weir, 621 Wysor Bldg.

Austin, H. G., 203 Rivoli Bldg. BARTEL, C. L., 302 Western Reserve Bldg

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New Albany Board of Realtors

Active Members, 31; Others, 1. President: Robert B. Bronks, 349 Vincennes, New Albany, Ind. Service Cora Jacobs, 141 E. Spring, New Albany.

Albany.

Batt, Eli, 46 E. 9th.

Blust, George, 141 E. Spring.

Bricoc, Keith, 141 E. Spring.

Brooks, C. Robert, 349 Vincenaes.

Brooks, C. Robert, 349 Vincenaes.

Brooks, C. Robert, 349 Vincenaes.

Brooks, C. Robert, 360 E. Main.

Davis, Mrs. R. O. Sr., 366 E. 9th.

Davis, Mrs. R. O. Sr., 366 E. 9th.

Detrick, L. E., 2311 E. Market,

Dillon, Edna, 1746 Ekin.

Letter, L. E. L. St. Spring.

Hurst, Gertrude, 141 E. Spring.

Hurst, Gertrude, Lincoln Heights, Jeffersonville.

Hurst, Gertrude, Lincoln Heights, Jeffers ville.

Jacobi, Cora, 141 E. Spring.

Jacobs, Cora, 141 E. Spring.

Jacobs, Ralph, 141 E. Spring.

Jacobs, Ralph, 141 E. Spring.

Jacobs, Ralph, 141 E. Spring.

Kelso, Reed, 4 Bond Road.

Loftus, Wilbur, 347 Vincennes.

Russell, G. L., 329 Vincennes.

Russell, Golder, 329 Vincennes.

Russell, Monica, 329 Vincennes.

Saul, Maurice, 332 Vincennes.

Saul, Maurice, 332 Vincennes.

Saul, Maurice, 332 Vincennes.

Schaerer, Helen, 239 E. Market,

Smyth, Gladys, 234 Pearl.

Smyth, Walter B., 234 Pearl.

Stower, Jennie, 141 E. Spring.

Vernia, Charles, 207 E. Market,

Weber, Bernard J., 317 Bank.

North Manchester (Individual Member)

Hicks, Wendell M., c/o Wendell M., Hicks Co., 113 E. Main St.

North Vernon Auerswald, E. C., 159 Walnut St.

Board of Realtors

Active Members, 6. Secretary: Robert R. Prior, Wabash Valley Bank Bldg.

Burkhart, B. H., 392 E. 3rd St. Easter, Mrs. Mildred, 68 E. 2nd St. Prior, Robert R., Wabash Valley Bank Bldg. Sewerns, Owen, 485 E. 3rd St. Wagner, J. E., 463 E. Main St. Wells, J. O., 18 E. 3rd St.

Plainsfield (Individual Member) O'Shea, Mrs. Vineta H., Main St.

Randolph County **Board of Realtors**

Active Members, 16: Others, 4. President: D. C. Thornburg, 121 E. Franklin St. Secretary: Floyd L. Warren, 1131/2 S. Main St.

Capron, Rolland A., Oliver Bldg., Win-chester. Chalfant, Ralph O., 103 S. Walnut St., Ridgeville. Ch

Dunn, Earnest, 317 N. Plum St., Union City. Grindle, Walter, 1410 Oak St., Union City. Keys, Herman, 109 S. Main St., Winchester. Mangas, Raymond, 337 N. Plum St., Union Mangas, Raymond, 337 N. Plum St., Union City. McGee, C. M., 106½ W, Washington St., Winchester. Morgan, Frank, 217 E. North St., Winchester Owens, Cash, Nixon Bldg., Farmland,

Reager, Roscoe, R.R. 2, Winchester. Snodgrass, Earl, 544 W. Franklin St., Winchester. Smith, Emmet E., 203 S. Main St., Win-

Thornburg, D. C., 121 E. Franklin St., Winchester,

Warren, Floyd L., Suite 2, Clark Bldg., Winchester. inchester, tesell, Charles, 114 N. Carl St., Union

Renssalner (Individual Member) Washburn, Perry S. 122 E. Washington St.

Richmond, Ind.

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Richmond **Board of Realtors**

Active Members, 31, President: Charles W. Dew, 429 South 18th Secretary: J. F. Wiechman, 303 Medical Arts Bidg.

Aakvik, George W., 16 North % h. S. Addleman, Max, 208 Colonial Bldg. Addleman, Sam, 208 Colonial Bldg. ALLEN, EARL, 32 S. 9th St. ALLEN, EARL, \$2 S. 9th St. Berry, Claude E., 700½, Main St. Borradaille, E. L., \$27 S. W. A St. Campbell, Guy M., 312 Colonial Bldg. Campbell, L. B., 13 N. 10th St. Dew, Charless W., 429 S. 18th St. Hamilton, W. Glenn, 12 S. 8th St. Hamilton, W. Glenn, 12 S. 8th St. Harris, Norman, 338 S. W. 1st St. Hines, Robert H., 409 Main St. Hutchinson, Rosa, Cambridge City. Klute, Howard, 29 N. 8th St. Longstreth, Wm. H., 12 S. 8th St. Klute, Howard, 29 N. 8th St.
Longstreth, Wm. H. 12 S. 8th St.
Muckridge, Glenn, 9 S. 11th St.
Peelle, James M., 312 Colonial Bldg.
Pilgrim, Garth C., 12 S. 8th St.
Pilgrim, Orrnan W., 12 S. 8th St.
Pilgrim, Orrnan W., 12 S. 8th St.
Riley, Paul H., 32 South 9th St.
Reynolds, E. M., 46M Main St.
Robbert, H. Gerald, 9 S. 11th Sh.
Pikkond, George F., Sr., 1231 Abington
Stevens, John C., 306 Colonial Blde
Stevens, John C., 306 Colonial Blde Stevens, John C., 308 Colonial Bldg. Stevens, Samuel O., 308 Colonial Bldg. Wiechman, Robert H., 303 Medical Arts Bldg.

Wiechman, James, 303 Medical Arts BlowiLCOXEN, GEORGE C., 1210 Main Wilson, Isaac, First Nat'l Bank, 7th & 3

Zaubitzer, Larry, 625 S. 9th St.

Seymour (Individual Member) Davis, Harley M., Box 145, 1221, W. 2nd, St.

Shelbyville Board of Realtors

Active Members, 11. President: Wilson Breedlove, 107 N. Harrison St., Shelbyville. Secretary-Treasurer: Cloude Barnes, Farmers Bank Bldg.

Farmers Bank Bidg.
Armstrong, Elmer, 50½ Public St.,
Barnes, Claude, Farmer' Bank Bidg.
Beckman, Charles E., N. Jefferson St.,
Franklin.
Breedlove, Wilson, 107 N. Harrison St.,
Breedlove, Ray F., Agency, 107 N. Harrison.
Brokaw, W. F., 9 W. Broadway.
Cherry, Will C., 31½, Public Square.
Levinsky, Zowel, Carney Bidg.
McNamara Agency, Ray L., 5½ W. Broadway. WHY. Pierce, James, 50½ Public Sq. Willey, Basil K., 31½ Public Square.

South Bend-Mishawaka Real Estate Board

Active Members, 98.

President: W. C. Gammons, 206 Oliver Theatre Bldg. Secretary: Roy J. Michael, 2114 Sherland Bldg.

Barany, Michael, 729 W. Indiana Ave., South Bend. Bend.

Bettenberg. Charles, 217 Lafayette Bidg.
South Bend.
South Bend.
Bend. Harold C., 1933 Beverly Place, South
Bend.
Bend.
Bend.
Both Bend.
Both Bend.
Both Bend.
Both Bend.

Bend. on Durant, Alfred C., 406 J. M. S. Bldg., (5). (b), Herman, 1801 Leer St., South Bend.
Bowles, Chester H., 232 S. Michigan St.,
South Bend.
South Bend.
Bullard, Charles E., 214 Sherland Bldg.,
South Bend.
Clark, Arthur R., 1809 E. Doueld St.
Colpart, A. C., 216 Sherland Bldg., (9).
Cressy, Geo., 501 W. Washington Ave.,
South Bend.
Cressy, Sidney, 1910 S. Michigan St., South
Bend.

Bend Davis, Emery A., 203 S. Main St., South Bend.

Davis, Emery A., 209 S. Main St., South Bendt. L., First Bank & Trust Co., Dennert. Bendt. Dennert. Bendt. Bendt.

Foley, V Bend.

Bend.
Gammons, W. C., 206 Oliver Theatre Blde.
Gare, Harold L., 303 Whitcomb-Keller Bldg.,
South Bend.
Gare, Mark B., 810 Woodside Ave.
Gien, Theodore, 925 Lincoln Way East,
South Bend.
Gillis, Peter F., 311 Whitcomb-Keller Bldg.,
Godin Bend.
Godin Bend.
Godin Bend.
South Bend.
South Bend.

South Bend. Happ, Robert G., 224 Sherland Bldg., (9). Hass, William M., 220 E. Jefferson Blvd., South Bend. Hinkle, W. Riley, 914 Leland Ave., South

Benn.
Holderman, Harold W., 218 Sherland Bldg.
Jackson, Irvin W., 1409 Minmi St., (18).
Johnson, Charles W., 119 Monmoor Ave.,
Mishawaka,
Jones, Geo. R., 230 W. Jefferson Blvd.,
South Bend.

Judie, James A., 630 Sherland Bidg., (9). KELLER, FRED W., 250 W. Jefferson, (2).

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Keller, Granville W., 230 W. Jefferson Blod., South Bend. Kelley, J. Howard, 404 Nat'l Bank Bldg., South Bend. Knutson, Wm., 214 Lafayette Bldg., South Knutson, Bend. Bend.
South Bend.
South Bend.
South Bend.
South Bend.
South Bend.
Lablar, Paul, 211 St. Joseph Bank Bidg.,
Lablar, Paul, 211 St. Joseph Bank Bidg.,
Lablar, Paul, 211 St. Joseph Bank Bidg.,
Lang. Albert C., 1610 Northern Ave., South
Bend. Bend. Lang, Walter L., 216 N. William St. Langel, Alex S., 202 J. M.S. Bldg., (5). Lewis, Grant, 416 J.M.S. Bldg., South Be Marsh, A. B., 556 Lincoln Way East, South Bend. Marsh, Robert, 556 Lincoln Way East, South Bend. Bend.
Matthews, Dwight, 906 W. LaSalle Ave.,
South Bend.
McDonald, Edward, 814 Odd Fellswn Bloig.,
South Bend.
McDonald, Edward, 814 Odd Fellswn Bloig.,
South Bend.
McHenry, W. K., 518 W. Wayne St. (3),
Meyer, John A., 814 J.M.S. Bldg., South
Bend. Bind.
Miller, Marlin, 1101 Bellevos Ave.
Miller, Marlin, 1101 Bellevos Ave.
Mincrowski, Bert, Jr., 1122 Western Ave.,
Mincrowski, B. P., 1122 Western Ave., South
Bend.
Morton, Russel 2100 Harsler St. South Bend.

Bend. Morton, Russel, 2709 Hepler St., South Bend. Mussel, Eichard A., 511 W. Colfax Ave., (7). Oberlin, Russell, 305 Sherland Bldg., South Bemit. 'Neill, Bernard, 412 Nat'l Bank Bidg., South Bend. Peacock, James F., 1111 Webster St., South

Perkins, C. A., 401 E. Haney Ave., (14). Perkey, Arthur, 117 E. LaSalle Ave., Sout Bend. Petro, Mason L., Dir waka. Pustay, Andrew, 2728 S. Michigan St., South

Bert, 2728 S. Michigan St., South

Reasor, Arthur F., 3313 S. Michigan St., South Bend. Remiey, E. R., Granger. Rerick, Howard D., 110 E. Madison St., (9). Roberts, Willis H., 308 National Bank Bldg.,

Scheibelhut, Lee, 228 W. Colfax, South Bend. Schindler, A. J., 112 Linconway East, Mishawaka. Smith, Guy, New Carlisle. Smith, Rufus W., Route 1, Bax 192.

er, Francis, 1224 S. Michigan St., South Bend.
Stapp, Russel, Roosevelt Rd., South Bend.
Stark, Marie, 109% S. Main St., Mishawaka.
Swadener, Dean, 101 Lincoln Way East,
Mishawaka.
Swanson, C. Harry, 129 N. Ironwood Dr.,
South Bend.
Swift, Raymond, 305 W&K Bidg., South

aylor, John L., 707 Sherland Bldg., South m, Wilson, 117 Lincoln Way East, Thornto

Mishawaka.
Tomaits, Feed J., 608 Tower Bldg.
Toth, Louis M., 1817 Sunary Meds Ave.
Vance, Rajb J., 410 W. 376 St., Mishawaka.
VanDerHayden, Raymond, 312 Lincola Way
West, Mishawaka.
Voight, Arthur G., 416 J.M.S. Bidg., South
Bend. Walsh, Percy H., 40-3 Platt Bldg., South Bend.

Weaver, Hubert M., 218 Sherland Bldg., (9). Weber, Charles E., 212 Poledor Bldg., South Weber, Charles E., 21c von Bend, White, Karl W., 110 E.4 McKinley Ave., South Bend, South Bend, Wickiser R., Park, 230 W. Jefferson Ave., South Bend,

The Southeastern **Board of Realtors**

Active Members, 14

President: Eugene Seitz, Billups Drive, Lawrenceburg. Secretary: Carl T. Laws, 607 Ludlow St., Lawrenceburg.

Carter, William, 522 St. Clair St., Lawrenceburg. Chatham, Nathan, 137 Lincoln St., A Genshiemer, Julius, 114 Probasce St., Lawrenceburg. Hastings, Clarence, Rising Sun. Laws, Carl T., 607 Ludlow St., Lawrenceburg, Laws, William, 310 Deihl Dr., Lawrenceburg Loring, F. M., Rising Sun. Nichols, Full, 310 Deihl Drive, Lawrenceburg.

burg.
Ransom, C. L., Second and Main Sts.,
Autora.
Roberts, Irvin, 620 St. Clair St.,
Roberts, Irvin, 620 St. Clair St.,
Seitz, Eugene, Billupp Drive, Lawrenceburg.
Seitz, Eugene, Billupp Drive, Lawrenceburg.
Tomlia, Kenneth, Hayes St., Lawrenceburg
Whitkam, Stanley, 213 Conwell St., Aurorn.

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TERRE HAUTE, INDIANA

Spencer (Individual Members) Rodenbeck, J. E., Spencer Hotel Bidg. Shortridge, E. B., R. R. 2.

Terre Haute Board of Realtors

Active Members, 40; Others, 12. President: Clifton L. Hyatt, 811 Lafayette Ave. ecretary-Treasurer: Leo M. Pfister, 670 Ohio St.

Secretary-Treasurer: Leo M. Pfister, 67 Ohio St. Allen, Ottin, 32 S. 7th St. Bartley, C. L. Jr., 15 S. 9th St. Bartley, C. L. Jr., 15 S. 9th St. Bartley, C. L. Jr., 15 S. 9th St. Biel, Robert, 16 S. 7th St. Biel, Robert, 16 S. 7th St. Biel, William, 306 Grand Opera Bidg. Binning, Russell S. 670 Ohio St. Grandl, Wm. V. 333 Ohio St. Carroll, George, 701 Wahash Ave. Craig, Eber L., 31 S. 7th St. Clene, Arthur, 25 S. 7th St.

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Active Members, 13 President: Stewart Leaming, 13 Lincolnway. Secretary: Charles A. Anderson, 8 North Washington St.

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Anderson. Charles A., 8 N. Washington St.
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Claudon, M.H., 8 N. Bashington St.
Claudon, M.H., 8 N. Bashington St.
Carley, Gale, 1107 Chicago St.
LaCount, E. A., 9 E. Lincolnway.
Leaming, Stewart, 13 Lincolnway.
Logan, Harry, Farmers State Bank Bldg.
Marwell, Maude A., 751 E. Third St.,
Hobert.
Cholont.
Chort.
Chort

Vincennes **Board of Realtors**

Active Members, 17: Others, 3.

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Crotty, Harry M., 423 American Bk. Bldg. Curts, George, 1702 Willow. Dennigan, John, 206 LaPlante Bldg. Eslaman, A. J., 423 American Bk. Bldg. Fox, Fred. Oaktown. Leonard, Roy E., 402 American Bk. Bldg. Lindsay, E. J., 519 American Bank Bldg. Madigan, M. J., 1235 N. 11th St. McFarland, Walter, 217 Busseron St. McFarland, Walter, 217 Busseron St. Reiman, Al., 304 N. 8th. Reiman, Al., 304 N. 8th Nemoon, Irene M., 601 Church St. Sampson. Wm. C., 519 American Bank Bidg. Welsh, John E., 23 N. Third St. Welsh, M. W., 23 N. 3rd. Willmore, W. M., 219 Busseron St. Young, Zella, 225 S. 4th St.

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Active Members, 8

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IOWA

Add—See Dallas County
Alton—See Stoux County
Alton—See Stoux County
Adantio—See Cas County
Adantio—See Cas County
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County
Codar Falls—See Waterloo
Charton—See Lucas County
Charles City—See North Central
Clarinda—See Fremont-Page
Clarinda—See Fremont-Page
Clarinda—See Fremont-Page
Clarinda—See Borner—Butter Counties
Clear Lake—See North Central
Clarinda—See Bremer—Butter Counties
Clear Lake—See Northeast Iowa
Decorah—See Northeast Iowa
Decorah—See Northeast Iowa
Decorah—See Northeast Iowa
Decorah—See Fort Madison
Dunbar—See Harrino County
Engley—See Harrin County
Engley—See Harrin County
Engley—See Palo Alto Ce
Exiza—See Audubon Co.
Exiza—See Audubon Co.
Exiza—See Audubon Co.
Exiza—See Page County
Galva—See Ida County
Galva—See Ida County
Galva—See Ida County
Galva—See Ida County
Harelton—See Harrino County
Harleton—See Might County
Harleton—See Independence
Ida Grove—See Hardin County
Harleton—See Hardin County
Harleton—See Hardin County
Harleton—See Decatur Co.
Le Mart—See Harnino County
Lamoni—See Decatur Co.
Le Mart—See Phymouth County
Little Sciew—See Martino County
Lamoni—See Decatur Co.
Le Mart—See Phymouth County
Lamoni—See Decatur Co.
Le Mart—See Harrison County
Little Sciew—See Harrison County
Lamoni—See Decatur Co.
Le Mart—See Sioux City
Maquoketa—See Jackson Co.
Marion—See Cedar Rapida Adel-See Dallas County

Masen City—See North Central Iowa
Miles—See, Iackson County
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Missouri Valley—See Harrison County
Missouri Valley—See Harrison County
Moville—See Sioux City
Mt. Pleasant—See Quad County
Northwood—See North Central
Opdes—See Boone County
Ordes—See Boone County
Ordes—See County
Ordes—See County
Ordes—See County
Ordes—See County
Ordes—See Dallas County
Orage—See North Central
Perry—See Dallas County
Orage—See North Central
Perry—See Dallas County
Orage—See North Central
Perry—See Dallas County
Orage—See Dallas County
Shanno Giry—See Creston
Sheldon—See Dallas County
Shanno Giry—See Creston
Sheldon—See O'Brien County
Shanno Giry—See Greston
Sheldon—See O'Brien County
Shanno Giry—See Bremer—Butler County
Shenandoah—See Fremon-Page
Sidney—See Fremon-Page
Sidney—See Bremen-Butler County
Udell—See Centerville
Ovinton—See Bernen-See Bernen-County
Vinton—See Bernen-See Bernen-County
Vinton—See Bernen-See Hero County
Vinton—See Bernen-See Hero County
Vinton—See Bernen-See Hero County
Vinton—See Bremer-Butler County
Vinton—See Bremer-Butler County
Vinton—See Bremer-Butler County
Vinton—See Bremer-Butler County Vinton—See Benton Co.
Waukon—See Northeast Iowa
Waukon—See Northeast Iowa
Waverly—See Bremer-Butler County
Webster City—See Hamilton County
Wilton Juncton—See Mucactine
Winfald—See Quad County
Winthrop—See Independence
Woodbins—See Harrison County

Ames **Board of Realtors** Active Members, 10.

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Secretary: Lloyd E. Hedrick, 304%, Carney, W. J. 314%, Main St. Cooley, W. W. 134%, Main St. Douglas, Mrs. E. P., 602 Clark St. Hedrick, L. E. 304%, Main St. Judge, John. 112 Walnut St. McDowell, W. E., 319 Main St. Ott, Mrs. Mattie, 314%, Main St. Eveland, H. L., 322 Main St. Howe, George E., 224 Main St. Triplett, Dudley S., 310 Main St.

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Active Members, 13 President: Leonard Steen, Kimballton. Secretary-Treasurer: C. P. Christenses

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Madsen, L. K., Audubon.
Magnussen, E. V., Audubon.
Morrow, M. M., Audubon.
Randolph, Donald, Kimballton. Steen, Leonard, Kimballton. Young, W. E., Exira.

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Active Members, 6. President: Arthur Schmidt, 3191/2 1st Ave. Secretary: H. E. Knaack, 311 1st Ave., Vinton.

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Active Members, 11. President: C. W. Kading, Citizens Nat'l Bidg., Boone. Secretary: Herman J. Aldag, 802½ Story St., Boone.

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Boone. Johason, L. R., Citizens Nat'l Bldg., Boone. Johnson, L. R., Citizens Nat'l Bldg., Boone. Josephson, Reinhold, 819 8th St., Boone. Kading, C. W., Citizen's Nat'l Bldg., Boone. Larson, H. K., Madrid. Modeland, Fred, 801½ Story St., Boone. Nyman, Kenneth, 802½ Story St., Boone. Nyman, Kenneth, 8021/2 Story St., Boon Pierce, L. F., Boone Nat'l Bldg, Boone.

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Active Members, 11 President: A. J. Loyd, 108 1st St., S.E., Waverly. Waverly. cretary: Clele R. Baker, 106 E. Bremer Ave., Waverly.

Ave., Waverly.

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Baker, C. R., 166 E. Breuner Ave., Waverly.
Baump, J. T., Sumner.
Gibson, Lloyd L., Shell Rock.
Heiserman, W. R., Summer.
Hurd, Glenn, (Hurd's Insurance Agency),
Loyd, A. J. 108 lat S. C. E. W. Loyd, A. J., 108 1st St., S.E., Waverly. Perkins, J. A., 112½ E. Bremer Ave., Waverly. Waverly.
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Cunningham, Wallace W., Atlantic.
Dement, Alfred, Anita.
Faulkner, Harry, Anita.
Greve, Ernest B., Atlantic.
Karns, Solon A., Anita.
Nelson, Horace, Atlantic.
Rudig, Bruce, 701 E. 6th St., Atlantic.
Schoenthal, L. O., Atlantic.

Cedar Falls **Board of Realtors**

Active Members, 10

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son, 110 W. Zond St. Bailey, Ransoon, 208 Main St. Baird, Harvey P., 302½ Main St. Dowden, Grace M., 1210 Clay St. Fink, R. D., 302½ Main St. Jorgensen, Mrs. Marie, 1116 W. 22ad St. Kercheval, Fred F., 223½ Main St. Morgensen, Martin, 310 Main St. Morgensen, Martin, 310 Main St. Santee, L. C., 203½ Main St. Wynegar, Forrest, 1504 Main St.

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Brockman, E. T., 20 Farmers State Bank, Marion, M. L., 210 Down Bidg, Buest, Frank, I., 210 Lown Bidg, Buest, Frank, Ir., 610 Security Bidg, Chamberlain, Earl B., 420 First Ave. N.W. Cook, Don C., 201 American Bidg, Crooks, Kenneth E., 504 Guaranty Bidg, Daishon, Brett, 97 Third Ave. S.W. Doolittle, C. M., 319 Guaranty Bidg, Dishong, Brett, 97 Third Ave. S.W. Doolittle, C. M., 319 Guaranty Bidg, Edleman, Harry, 91 Second Ave. S.E. Eicherly, T. G., 626 Merchants Nat'l Bidg, Enberg, F. W., 1047 Sid Ave. S.E., P.O. Box 464.

Enaberg, F. W., 1047 3rd Ave, S.E., P.O. Box 664.
Finney, John B., 428 Guaranty Bldg,
Frorey, C. E., 462 Guaranty Bldg,
Frorey, C. E., 462 Guaranty Bldg,
Gohnson, Gary, 417 Guaranty Bldg,
Gustafsson, Alice, 1932 Johnson Ave,
Hatfield, C. M., 310 American Bldg,
HEDGES, HORAGE, G., 210 Down Bldg,

Miell, Keith, 222 Guaranty Bldg.
Miles, Frederick E., 90 37d Ave. S.E.
Myers, O. P., 600 Guaranty Bldg.
Olson, Lewis T., 220 Second Ave. S.W.
Patten, B. L., 409 Mer. Nat'l Bldg.
Fickerill, Earl C., 665 Guaranty Bldg.
Fickerill, Earl C., 665 Guaranty Bldg.
Fickerill, Earl C., 665 Guaranty Bldg.
Randelph, Chyde C., 123 17th St. N.E.
Ray, W. H., 616 Guaranty Bldg.
Rice, Hulbert G., 704 American Bldg.
Ryan, Mr.; Margaret, 109 16th St. S.E.
Sebetha, John J., 1201 Srd St. S.E.
Seletia, 201 Srd Ave. Selezianty Bldg.
Smith, Chas. E., 428 Guaranty Bldg.
Smith, Chas. E., 428 Guaranty Bldg.
Stark, Wm., 210 3rd Ave. Scot.

S.E.
Swatosh, Emil E., 367 Guaranty Bldg,
TATT, LEONARD K., 718 Third Ave. S.E.
Toms, Harry Wayne, 1439 A Ave. N.E.
Travis, Jesse H., 519 Guaranty Bldg,
Ulch, Jos. W., 66 16th Ave. S.W.
WAGNER, JOHN J., 718 Third Ave. S.E.
Wagner, E., 312 Third St. S.E.
Waples, F. C., 312 Third St. S.E.
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Willenborg, Frank R., 308 Guaranty Bldg.
Witne, John M., 354 19th St. S.E.,
Witwer, Geo. P., 626 Merchants Nat'l Bldg.
Witwer, Henry E., 625 Merchants Nat'l
Bldg.
Yuill, James H., 417 Guaranty Bldg.

Centerville Board of Realtors

Active Members, 6 President: J. C. Atkins, 305 N. 13th St. Secretary-Treasurer: Dan Pence, 801 N. 18th St.

Atkins, J. C., 305 13th St.
Davis, Paul, 120 N, 12th St.
Greenleaf, Hale C., C.N.B. Bldg.
Gray, P. A., Udell.
Packard, R. E., Howell Bldg.
Pence, Dan, 801 N, 18th St.

Cherokee County Board of Realtors

Active Members, 3,

President: A. J. Hughes, 227 W. Main St., Cherokee.

Hughes, A. J., 227 W. Main St., Cherokee. Timmins, H. F., 200½ W. Main St., Cherokee. Timmins, T. Joseph, 200½ W. Main St., Cherokee.

Clinton Real Estate Board

Active Members, 15; Others, 6, President: Art A. Henningsen, Weston Bidg. Secretary: Douglas Lass, P.O. Box 656, 126 6th Ava. S.

Bach, Carl. 117 Main Ave.
Carroll, L. L., 767 11th Ave. S.
Ericksen, Ole. 422 8th Ave., S.
Gleason, Ray, Tucker Bldg.
Heaningsen, Art A., Weston Bldg.
Holdgrafer, Gertrude, Mrs., 209 Garfield

St.
Howes, L. M., 214 Howes Bidg.
Jefferies, J. Q., & Co., 206-207 Ankeny Bidg.
Jones, R. C., 427 6th Ave. So.
Kunau, A. R., 1201 N. 3rd St.
Lass, Douglas, 126 6th Ave. S.
Nickelsen, John, 436 6th Ave. S.
Nickelsen, John, 436 6th Ave. S.
Robinson Realty Co., 1320 Caroline Ave.
Williams, W. N., Tucker Bidg.

Council Bluffs Board of Realtors

Active Members, 40.

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Broadway.

Secretary: John Drayton Ingraham, 26 S.
Main.

Abel, Lloyd E., 34 Scott St.
Baird, Donald P., 357 W. Broadway,
Baird, Bonald P., 357 W. Broadway,
Baird, B. S. Saird, St.
Clay, Roy S., 105 Pearl St.
Colwell, Bert, Gienwood,
Delaney, T. M., 13 Scott St.
Ervin, O. G., 106 S. Main St.
Everest, Charles B., 551 W. Broadway,
Fariday, Frank A., 15 Scott St.
Green, DeWitt, 123 S. Main St.
Ingraham, John K., 26 S. Main St.
Ingraham, John K., 26 S. Main St.
Juel, E. P., 503 W. Broadway,
Justeen, Wm., 123 Pearl St.
Knowles, W. H., 616 W. Broadway,
Larsen, Laura T., 551 W. Broadway,
Leverett, W. J., 15 Scott St.
Lougee, E. H., 102 S. Main St.
Multpacen, James T., Main St.
Nortis, Mr. Marios H., 48 Scott St.
Norris, Mr. Marios H., 48 Scott St.
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Over, Oliver O., 26 Pearl St.
Peters, Georgee L., 17 N. Main St.
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Vort, Oliver O., 26 Pearl St.
Peters, Georgee L., 17 N. Main St.
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Stopp, Harsdut, 21 Scott St.
Weaver, Robert, 550 Mynnater St.

Creston Board of Realtors

Active Members, 14

President: L. C. Quiett, First National Bank Bidg., Creston. Secretary: Walter M. Spriggs, Over 125 N. Maple St., Creston.

Beecher, James, 111 W. Montgomery St., Creston.
Brown, Howard, Pine & Munigomery Sts., Brown, K. Marian, Pine & Munigomery Sts., Buck, Nat. Reynolds Bidg., Creston.
Buck, Nat. Reynolds Bidg., Creston.
Chapman, H. H., 212 N. Pine, Creston.
Chapman, H. H., 212 N. Pine, Creston.
Cock, Arnold, 100 W. Montgomery St.,
Creston.
Greston.
Have, Clarence, Over 117 N. Maple St.,
Creston.
Haves, James, 100 W. Montgomery St.,
Creston.
Haves, James, 100 W. Montgomery St.,
Creston.
Haves, L. L., 100 W. Montgomery St.,
Creston.
Hertie, C. C., Shannon City.

Creston.
Petrie, C. C., Shannon City.
Quiett, L. C., First National Bank Bldg.,
Creston.
Spriggs, Walter M., Over 125 N. Maple St.,
Creston.
White, C. C., Kent.

Dallas County Board of Realtars

Active Members, 17.
President: C. C. Armstrong, Redfield,
Secretary-Treasurer: E. M. Dillon, 1319 2nd
St., Perry.

Armstrong, C. C., Redfield.
Burrell, L. M., Arcade Bldg., Perry.
Carnes, J. C., 2315 Otley Ave., Perry.
Clampit, S. F., 113 N. 9th St., Adel.
Chapman, Bryce, 113 N. 9th St., Adel.
Dawes, C. B., 606 Grove St., Adel.
Dawes, C. B., 606 Grove St., Adel.
Dawes, E., 1319 And St., Perry.
Dillon, Irene R., 1319 And St., Perry.
Dillon, E. M., 911 Main St., Adel.
Glean, H., 821 Main St., Adel.
Geodale, H. R., 1307 And St., Perry.
Marsh, L. E., Dexter.
Reich, O. A., 911 Main St., Adel.
Scovel, J. E., 821 Main St., Adel.
Scovel, J. E., 821 Main St., Adel.
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Active Members, 44.

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Secretary: Delbert D. Leamer, 307 E. Locust
St.

Agnew, Fred, 509 Brady St. Albrecht, Ira., 307 Union Arcade. Armil, Robert, 2018 Lillie Ave. Brandmeyer, Joe., 120 W, 3rd St. Brodd, E. P., 1504 Harrison.

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Erwin, Henry L., 823 Dav. Bank Bidg.
Fisher. Roy R. First Federal Bidg.
FOSTER, MEL, 1706 Security Bidg.
FFANME, CARSTEN H., 208 Bidgley St.
Gimm, Harry, 1523 Washington St.
Haesly, R. E., 254 E. Rusholms St.
Hickey, John N., 403 Kah Bidg.
Hickey, John N., 403 Kah Bidg.
Howes, Frank B. 229 Perry St.
Hy, Bill. 699 Kahl Bidg.
Johnson, Cliaton, 1823½ 5th Ave., Rock
Island, Ill.
Junge, Julius, 425 First Federal Bidg.
Knueppel, Bay, 1716 3rd Ave., Rock Island, Ill.

Leamer, Duane J., 307 E. Locust St.
Lindery, Eds., 1703/5 Brady St.
Narel, Jim., 1535 Clay St.
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Nebon, Byron, Central Office Bldg.
Paydon, Mort, 2178 Frisco Dr.
Robinson, Frank, 1538 Main St.
Ryan, Paul, Kahl Bidg.
Sav., David S., 2707 E. 18th St.
Sav. David S., 2707 E. 18th St.
Secledt, Carl T., 122 W. Central Park.
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Secfeldt, Carl T., 122 W. Central Fark.
Sergeant, Sylvester A., 2602 Leclaire St.
Smith, Milo D., 306 E. 30th St.
Steffen, M. F., 404 First Nat'l Bldg.
Von Dresky, Adam, 511 First Federal Bldg.
Wagner, Art., 526 First Federal Bldg.
Wagner, Joe., 301 Putnam Bldg.
Watter, Joe., 301 Putnam Bldg.
Wittlesey, W. E., 804 Putnam Bldg.
Wittlesey, W. E., 804 Putnam Bldg.

Decatur County Board of Realtors

Active Members, 5.

President: E. Dewey White, Leon. Secretary: Martin A. Hynden, Lamoni. Goodlove, Henry C., 101 W. Salem, Indianola.

Ola,
Hullinger, Loral L., 901 Main St., Leon.
Hynden, Martin A., Lamoni.
Newlin, William P., Leon.
White, E. Dewey, 931 9th St., Leon.

Delaware County Board of Realtors

President: J. J. Boum, Manchester. Secretary: J. P. Sloan, Manchester.

Baum, J. J. Manchester. Coos, H. W., Manchester. Dolphin, J. J., Manchester. Foell, C. A., Manchester. Molln, E. L., Manchester. Rettig, W. J., Manchester. Sloan, J. P., Manchester.

Des Moines Board of Realtors

Active Members, 94; Others, 131.

President: Kenneth J. Hill, 613 High St. (9).

Executive Secretary: Marjoris Miller, 5th

Floor, Equitable Bildg. (7).

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Adrock, Homer (Capitol Giry Realry Co.,
Isc.), 617 High St. (9).
Anderson, Donald, 325 6th Ave. (9).
Bachr Realiy Co., 511 6th Ave. (9).
Bachr Realiy Co., 511 6th Ave. (9).
Bankers Life Co. (H. E. Handford), 711
Bankers Trust Co. (L. Nevin Lee), 6th and Locust St. (4).
Bankerville, D. J. (Shive Realty Co.), 721
Grand Ave. (9).
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Grand Ave. (9).

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Franck, Phil R. (Bankers Realty Co.), 506
7th St. (9).
Frost, Fred F., 524 Fleming Bidg. (9).
General Mortgage Corp. (E. R. Haley), 1021
Fleming Bidg. (9).
German, Burt, 3919 Maouoketa Dr. (11).
Glenn, Bernard (James-Glenn Realty Co.),
3327 6th Ave. (13).
3327 6th Ave. (13).
3328 Appenry (Sid D. Gordon), 511
35th Ave. (9).
3428 Equitable Bidg. (7).
Hawkeye Co. (Theodor Rehmann), 206
Flynn Bidg. (9).
Hetti, Wilma C. (Real Estate Inc.), 613 High
St. (9).

Hefti, Wilma C. (Real Estate Inc.), 513 1. St. (9). Henry Realty Co. (C. W. Henry), 517 5th

Ave. (9). Hill, Kenneth J. (Rea) Estate Inc.), 613 High

Till, Acenetia J. (Real Estate Inc.), 613 Hig Holden Really Co. (H. K., Holden), 801 Savings & Loan Bildg. (9). Hollis & Co. (Byron F. Hollis), 1004 Grand Ave. (9). Home Federal Savings and Loan Asan, of Des Moizes (Jonathan Fietcher), 6th and Grand Ave. (9).

4-9156 Des Moines, Iowa Arthur S. Kirk, M.A.I.

HUBBELL, F. M., SON & CO., INC., 205
Hubbell Bidg. (9).
Hubboll Bidg. (9).
Iowa-De Moines National Bank (O. M.
Garrett). 6th and Walnut (4).
Iowa Paint Mig. Co. (L. F. Hamborg), 8th
and Mulberry (9).
Iowa Savings & Lonn Ann., 3624 6th Ave.
(13).

and Mulberry (9).

Jowa Savings & Loan Asan., 3624 6th Ave.
(13);

Jowa Securities Co. (Robert L. Beal), 518
Liberty Bldg. (9),
3327 6th Ave. (13).

ESTER & SONS, 200 Fleming Bldg. (9).
Johnson, Bernard, 403 East 5th St. (9).
KIRK, ARTHUR S. (Chumberlain, Kirk &
Co.], 307 9th St. (9).

Kreidler, A. L., 422 Bankers Trust Bldg. (9).
Lewrett, James R., 1215 Savings & Loan
Bldg. (9).

Lynner Co., The Darwin T., 6101 Crown Madden, A. I., 224 Insurance Exchange Bldg. (9),

Bldg. (9), Manners, A. E. (Capitol City Realty Co.), 617 High St. (9), Maple, M. F. Co. (Marie Leimkuhler), 2128 University Ave. (11), Marks Brox., 220 Empire Bldg. (9), Mathis Realty Co., 410 E. 6th Ave. (9), Mayden, B. W., 707 Gentral Nat'l Bldg. (9), Merier Realty Co., 1300 6th Ave. (14). Merier Realty Co., 1300 6th Ave. (14).

(11), Music Realty Co. (Mrs. J. G. Music), 1126 81st St., West Des Moines (11), NEAL, J. PAUL (Neal & Co.), 202 Kresce Bidg. (9), NEAL, J. PAUL, Jr. (Neal & Co.), 202 Kresce Bidw. (9), Nece, M. J. (Shive Realty Co.), 721 Grand

Ave. (9). Nesbitt. Fae C., 6000 University Ave. (11). Nolan, T. J., 224 Insurance Exchange Bldg

Pendleton, J. W. (Shive Realty Co.), 721 Grand Ave. (9), Peoples Abstract Co., 702 Central Nat'l Bldz. (9).

Bldg. (9).

Polk County Federal Savings & Loan Assn.
of Des Moines (L. D. Ross), 621 High St
(3).

(9), owell Realty Co. (O. G. (Bill) Powell), 211 Shops Bide. (9), circ. (1se, 1se, 1se, 1se), 3608 50th St. (10), exister & Tribung Co. (H. L. Tillson, Parch, Aseni), 75 Locust St. (4), Parch, Aseni, 75 Locust St. (4), Newell), 2017. Results, re. (R. Newell), 235 Insurance Exchange Bidg. (9).

(9).

Rvan Realty Co., 517 6th Ave. (9).

SHAY, PAUL C. (Walker-Shay Realty Co.),
709 Grand Ave. (9).

Sproul, Helen T., 907 Savings & Loan Bidg.
(9). (9). State Savings & Loan Assn., 519 6th Ave. (9). Stephens, Mrs. E. J., 5107 Ovid Ave. (10). Still, Virgil F., 715 Savings & Loan Bldg.

Still, Virgil F., 1/1 Savings & Loan Bldg.

(9).—McCrox System (Fe H, Moody), 422

Stout Real Estate, 2015 S.W. 9th St. (15).

Stronsider Reality Co., 2515 Payne Road (10).

Towne, George L., 218 W, 8th St. (9).

Tout Reality Co., (A. P. Trout), 321 Krenge
Bldg. (9).

Valley Bank & Trust Co., (J. R. Astley), Box
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Wallace, Gien G. (Wallace & Co., Inc.), 408

Flynn Bldg. (9).

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vright Realty Co., 1740 Beaver Ave. (10). Young, E. L. (E. L. & Ruth MacRae, Young). 7013 Douglas Ave. (10). Young Ruth MacRae (E. L. & Ruth MacRae, Young). 7013 Douglas Ave. (10). Zirbel, Harry F., 907 Savings & Loan Bldg. (9).

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McManon, J. A., 544 Main St. Olansky Agency, 730½ Main St. Schroeder, Fred W., 82 Alpine St. Voelker Realty Co., 1300 Central Ave. Walsh, J. L., 1206 Frairie St. Whittington, Frank L., 1671 Avoca St.

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Leitch, Martin, 512 Carver Bldg.
Lez, Joz. 318 513 12 Carver Bldg.
Sand St. 312 Carver Bldg.
Maddox, James, 308 N. 9th St.
Maddox, J. W., Farnhamville.
Moe, A. J., 201 Snell Bldg.
McMahon, Huarib, 505 Carver Bldg.
McMahon, Huarib, 505 Snell Bldg.
McMahon, M. Jr., 309 Snell Bldg.
McMaholand, M. Jr., 309 Snell Bldg.
Mulhelland, Robert D., 500 Snell Rldg.
Box
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Maione, W. A., Shenandoah.
Loranz & Go., Clarinda,
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Isebrands M. J., 738 1st St., Webster City.

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Paulsen, Aug. D., 817½ Des Moines St.,

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Active Members, 15 President: Horace L. Haight, Woodbine. Secretary: Cy Varnes, Missouri Valley.

Secretary: Cy Varnes, Missouri Valley.
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Coe, A. J., Woodbine.
Ling Commission of the Missouri Valley.
Coe, A. J., Woodbine.
Home, Vern W., Dunlap.
Home, Vern W., Dunlap.
Hunter, J. R., Dunlap.
Kowar, John A., Missouri Valley.
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Morgan, F. M., Woodbine.
Morrow, P. J., Legan.
Morga, S., Lattle Sioux.
Valley.
Vanman. John, Missouri Valley.
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Varnes, Cy, Missouri Valley.
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Holland, J. L., Independence.
Holland, J. Tamlin, Independence.
Luther, J. S., Winthrop.
Risk, Don, Independence.
Smith, J. N., Hassiton.
Sorg, E. F., Independence.

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De Reu, Lyna, 130% S. Clinton St.
Duncan, S. Lysle, 405 Iowa State Bank Blds. Duncan, S. Lysle, 400 Iowa State Bank Bldc. Ellerbrock, F. W., Savinga & Loan Bldc. Grinel, Della A., 1330 Sheridan Ave. Hoffman, Leal B., 20 E. College. Johnson, Fred V., 617 I.S.B.&T. Bldg. Larew, A. J., Real Estate Ca., 409 I.S.B.&T. Bldg. Larew, White, 409 Iowa St. Bl., Bldg. Morganstern, Chas., 314 Iowa State Bank Bldg. Nunn, John C., 2041/2 E. Washington St. Nuan, John C., 204½ E. Washington St. Parden, J. A., 303 L.S.B.AT. Bildg. Ranshaw, S. R., 130½ S. Dubuque St. Schaeder, John A., Suite 23, Schneider Bidg. Searth, Roland, 7 Paul-Helen Bidg. Spann, Alfred A., 624 S. Cinton. Welt, A. A., Savings & Loan Bidg. White, R. P., 500 L. S. B. & T. Bidg. Whiting, Sam-Kerr, D. C., 119 E. College

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Active Members, 6; Others, 2 President: Jako C. Ross, 109 S. Main St., Maquoketa. Secretary: Blair Sagers, 125 S. 2nd St., Maquoketa.

Glahn, George M., 107 So. 2nd St., Ma-quoketa. Jargo, Herbert W., Miles. Joiner, M. W., 108 N. Main St., Maquoketa. Jones, John L., 140½ S. Main St., Maquo-keta.

Ross, C. Jack, 109 S. Main St., Maquoketa. Sagers, C. Blair, 125 S. 2nd St., Maquoketa.

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Active Members, 7. President: Max C. Veith, 15 N. 5th St. Secretary-Treasurer: Harold G. Eichelberger, 317 Franklin St.

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Active Members, 12 President: John Bahnson, Inwood. Secretary: Cliff Pruitt, Inwood. Oscietary: Cilli Pruitt, Inwood.
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Bahnson, John, Inwood.
Baumas, L. W., Little Rock.
Casjens, Floyd M., Rock Rapids.
Crawford, C. C., Rock Rapids.
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Driks, John H., (Dirks & Oldenburg), Rock
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Dykebouss, J. T., Rock Rapids.
Hanpe, Paul A., (N. Hampe & Son), Rock
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Barnes, Ivan B., Brick & Tile Bidg., Mason
Brown, C. R., 11½ S. Federal, Mason City,
Currier, Russell, S. Delaware, Mason City,
Douglas, Jake, 205½ N. Federal, Mason City,
Gipin, T. W. Northwood,
Gray, Gerald B., 11½ S. Federal, Mason
City,
Holtz, Ray, Mason City,
Jacobs, O. L., Charles City,
Kenyon, D. E., Clear Lake,
Kenyon, D. E., Clear Lake,
Charles Gity,
Kirk, Roger, 314 N. Georgia St., Mason
City,
Oleson, W. B., 21½ S. Federal, Mason City.

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Ottumwa Real Estate Board

Taylor, M. D., Oskaloosa Taylor, Clark, Oskaloosa

Active Members, 12; Others, 7. President: Elmo S. Bailey, 120 S. Court St. Secretary: George Reed, 126 E. Main. Anderson, W. L., 117 East Main St. Anderson, W. L., 117 East Main St. Baer, E. A., Langdale Bldg. Bailey, Elmo S., 120 South Court St. Christy, E. V., Fidelity Bank Bldg. Hanen, Glenn, 104 S. Court St. Mitchell, Chao., 114 E. Third St. Death, Food, 116 S. Poush, Fred, 116 S. Green, Reed, George, 126 E. Main, Reynolds, E. P., Box 133, Rime, Lloyd, 101 N. Market St Schwartz, A. I., Kreege Bldg. Sustem, H. E., 1051/2 South Market St.

Palo Alto County Real Estate Board

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Plymouth County Board of Realtors

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Alesch, John, 31 Plymouth St. N.W., Le Mars.

Bowers, Adrian L., 41 Central Ave. S.W., Le
Mars.
Cass, M. A., Sr., 18 Central Ave. S.E., Le
Mars.
Cooper, L. E., 213 7th St. S.E., Le Mars.
Hagar, G. D., 200 Third Ave. S.W., Le
Mars.
Harms, H. J., 15 Central Ave. N.W., Le
Mars. Koehler, R. J., 31 Plymouth St. N.W., Le Mars. Pavlik, Geo. V., 229 5th Ave. S.W., Le Mars. Ruden, H. J., 729 Central Ave. S.W., Le Mars. Stoeber, A. H., 24 6th Ave. S.E., Le Mars. Tentinger, R. J., 36½ Central Ave. N.E., Le Mars.

Quad County Board of Realtors Active Members, 12

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A. W. Hinfield.

Carter, Harley, Fairfield.

Gillis, James T., Mount Pleasant.

Gillis, A. Henry, Mount Pleasant.

Hild, H. M., Mount Pleasant.

Laughlin, M. S., Libertyville.

McBeth, Ira, Mount Pleasant.

Piper, Justus, New London.

Reese, Gordon, New London.

Semanton, Chas., 34/2 N. Main St.,

Fairfield.

Shacklett, C. G., Olds.

Red Oak **Board of Realtors**

Active Members, 7 President: Ralph H. Herron, 205 Nuckols St. Secretary-Treasurer: Gena M. Powell, 411 Reed St.

Egguist, Edwin. 400 Coolbaugh St. Fridolph, C. S., Montgomery County Nat'l Johnson, W. E., 415 Coolbaugh, Herron, Raiph H., 205 Nuckols St. Miller, W. H., 419 A, Reed St. Peterson, Walter S., 419 Coolbaugh St. Powell, Gena M., 411 Reed St.

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Adams, G. S., Jr., Moville.
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Bierwirth, Henry C., Iowa Joint Stock Land
Bank, Alessetr, S.D., E., Stock Land
Bank, Alessetr, S.D., Borner, Bidg.
Boyle, W. H., 210 Common St. Kidge.
Brown, E. S., 4511 Morningsude Ave.
Burkle, L. C., 417 6th St., (15).
Call, John H., 6th & Dougha St.
Conley, Dan, 1982 Dougha St.
Conger, James S., 432 Magterow Bidg.
Corty, Mark C., 528 Insurance Eachange,
Cotton, K. P., 417 6th St., (13).

Cord. Mark C., 528 Insurance (13).

Cotton, K. P., 417 6th St., (13).

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Schuman, George L., 266 Main St., Hyannis.
Shaw, Mrt. Edward E., P. O. Box 256, Monument Beach.

2018 Valuad R. Old Harbor Road, Chat-

ument Beach. now, Roland B., Old Harbor Road, Chat-ham. ham. oarks, Cecile M., Main St., West Harwich. tevens, A. Pelham, 20 Kilby St., Boston, tevenson, Edward L., P.O. Box 501, Edgar-

town. tewart, Samuel T., N. Main St., Centerville. ullivan, Howard R., 130 Main St., Harwichport.
Swift, Charles L., Main Road, Waquoit, East
Falmouth.

Falmouth.
Swift, Harold L. Main St., Eastham.
Swift, Harold L. Main St., Eastham.
Swift, Janet, Main St., Vineyard Haven,
Martha' Vineyard.
Taylor, Herbert F., Jr., 127 Congress St.,
Boston.

Taylor, John J., Dennisport. Teel, Benjamin F., Centery Walker, Iris, Bayberry Hill, Eastham, Weeks, Katherine M., Ocean View Avenue, Cotuit.

Cotuit, Welch, Arthur J., 359 Main St., Dennisport, Woodward, James A., 234 Main St., Hyannis, Worrall, Alton H., West Central Ave., Onset, Young, Thomas F., Depot St., Dennisport.

Chicopee Real Estate Board

Active Members, 10,

President: Eugene O'Neil, 22 Broadway, Chicopee Falls. Secretary: Stanley Furtek, 226 Exchange St., Chicopee.

Beauchemin, Henry, 990 Chicopee St., Williamsett.
Bray, Charles, 71 Main St., Chicopee Falls.

Brochu, Roland H., 506 Grattan St., Alden-Celatka, Stanford, 317 Montcalm St., Fair-

Furtek, Stanley, 226 Exchange St., Chico Granfield, Arthur, 60 Springfield St., Chi-Lavigne, Ernest R., 351/2 Center St., Chio

Morse, Addison, 10 Center St., Chicopee O'Neil, Eugene, 22 Broadway, Chicopee Pryzbyla, Edward, 10 Center St., Chicopee.

Eastern Middlesex **Board of Realtors**

Active Members, 43; Others, 18. President: A. Waldo Phinney, 61 Cross St., Reading. ecretary: Mrs. Dorothy G. Laughead, 395 Main St., Wakefield.

Alley, Owen F., 837 Main St., Melrose Ayers, J. Robert, 75 Federal St., Boston. Over, J. Robert, J. Feograi St., Boston.
Balcom, Chester T., 463 Main St., Melrose
Bartlett, Emma M., 516 Main St., Melrose
Bardlett, Ellard D., 516 Main St., Melrose.
Bradley, John J., 79 Albion St., Wakefold.
Burnbam, W. Franklin, Jr., 604 Main St.,
Reading.
Bradl W., 4 Wolrott Rd., Woburn.

Cotting, Merrill P., 188 Lowell St., Wake-field. Crosby, Raiph A., 3 Chestnut St., Wakefield Curley, James J., 409 Main St., Wakefield. DiPanfilo, Frank P., 396 Main St., Woburn. Dolan, Thos. H., 357 Main St., Woburn. Eaton, Joseph, 80 Green St., Stoneham. Eliman, Mrs. Ida B., 418 Main St., Wil-

mington. Filiott, Elwood B., 3 Central St., Stoneham Fish, Walter F., 393 Main St., Stoneham Fridolin, Rangnar, 92 Pearl St., Woburn Greene, Fred L., Main St., North Reading.

Harrington, Gordon W., 188 Lowell St., Wakefield, Hogg, Wilton P., 784 Main St., Green-Homer, Edward P., 106 Franklin St., Sto Laughead, Dorothy G., 395 Main St., Wake-field. Laughead, Warren G., 395 Main St., Wake-field. inscott, Arthur H., 15 Pleasant St., Wo-MacIntosh, George E., 324 Main St., Read-

ing. MacIntosh, Wilhur W., 663 Main St., Mel-McKeon, Miss Ellen, 383 Main St., Wake-field. dy, Irving D., 536 Franklin St., Mel-

conserver, trong D., 536 Franklin St., Mel-cose.

Velson, Hartvig, 7 Sherman Pl., Woburn-Rage, George W., 310 Main St., Wakefield-avao, James, Jr., 4 Church Ave., Woburn-Johnsey, A., Waldo, 61 Cross St., Reading, Quimby, Carlyle F., 44 Haven St., Reading, Jounds, Albert P., 230 Main St., Stonehau-ervis, G. Webster, 23 W. Wyoming Ave., Melrose.

Melrose. Strout, Charles H., 465 Main St., Reading. Williams, M. Dudley, Jr., 439 Main St., Wing, Myron E., 485 Main St., Reading. Zaltman, Simon, 395 Main St., Stonebare

Essax North **Board of Realtors**

Active Members, 8. President: Robert C. Clark, 40 Pleasant St., Newburyport Newburyport. ccretary-Treasurer: Arthur J. Duggan, 75a State St., Newburyport.

Briggs, Claude E., 21 Pleasant St., Newbury-Briggs, Richard C., 113 Main St., Amesbury Clark, Robert C., 40 Pleasant St., Newburyport. Crane, A. Lawton, 55 Pleasant St., Newburyport. Gould, Edward W., 12 Market St., Ames-Hyder, Richard D., 18 Whitehall Rd., Ames-

Page, Arthur S., 55 Pleasant St., Newbury-port. Plumer, Leon N., 40 Pleasant St., Newburyport.

Fall River **Board of Realtors**

Active Members, 35; Others, 19. President: Norman F, Hochu, 10 Purchase St. Secretary-Treasurer: Earl T, Griffiths, 86 Purchase St.

Adler, Herman, 10 Purchase St. Beckett, J. Fred & Son, 49 Purchase St. Braz, John R., 207 Academy Bldg. Cain, Chas. R., 226 S. Main St. Clarke, Albert N., 331 2nd St. Cole, E. Forrest, 166 Bank St. Cole, E. Forrest, 166 Bank St. Connors, Francis J., 1414 S. Main St.

Delano, George, 57 N. Main St. Elliott, F. Clayton, 10 Purchase 8 Estrella, Manuel G., 7 Purchase S Feitelberg, Frank S., 369 Central St. Frechette, Leopold A., 154 N. Main St. Gomberg, Maurice, 38 3rd St. Griffiths, Earl T., 36 Purchase St. Hadley, Charles McL, 56 North Main St. Harding, Clarence, 430 Academy Bldg. Hickey, William I, 173 Woodlawn St. Hochu, Norman F., 10 Purchase St. Howhu, Norman F., 10 Purchase St. Liscoin, Carl K., 26 Bedford St. Liscoin, Carl K., 26 Bedford St. Lincoin, Carl K., & Bective St.
Markell, Myer, 41 North Main St.
Marshall, John, 315 Granite Block.
McGuigan, Joseph E., 196 Bank St.
McNeill, Hugh T., 163 New Bessen Rd.
Mirher, Sahned A., 350 Quequeckan St. Oueliette, Miss Adrien, 965 Plymouth Ave. Pierre, Albert G., 26 Bedford St. Pierre Lo, 905 Plymouth Ave. Pierre, Albert G., 26 Bedford St. Pimentel, Arthur F., 226 S. Main St. Poirier, Wilfred J., 210 Thomas St. Prebluda, Barney, 32 Chestworth St. Savard, Lorenzo E., 235 Pecamett St. Sullivan, Francis E., 161 S. Main St. Thomas, Joseph S., 219 Granite Block. Welch, John M., 7 N. Main St.

Franklin County Real Estate Board

Active Members, 11: Others, 6 President: K. H. Lyman, 96 Main St., Greenfield. Secretary: Ronald Zachau, 12 Main St., Millers Falls.

Benson, W. Edward, 96 Main St., Green-field. Casey, John A., Ames St. Chevalier, A. L., 302 Main St. Cohn, S. L., 267 Main St. Finn, Daniel W., 14 Miles St. Lyman, K. H., 96 Main St. Martin, Joseph S., 20 Wells St. Nichals, Mrs. M. T., 14 Hope St. Pleasant, Wayne E., 76 Third St., Turners Falls. Porter, W. E., 278 Main St. Zochau, Ronald, 12 Main St., Millers Falls.

Hampshire County Board of Realtors

Active Members, 17: Others, 3

President: George A. Crockwell, 15 N. Pleasant St., Amberst. Secretary: Robert S. Brown, 314 N. Pleasant St., Amberst.

Allen, Abraham I., 69 Prospect St., North-Banner, John L., 78 Main St., Northam Bernache, William A., 83 Main St., Flor Borawski, Alexander W., 56 Main St Northampton. Northampton. rown, Robert S., 314 North Pleasant St., Amberst.

Couchon, Arthur G., 22 Pleasant St., East-hampton. Crockwell, George A., 15 N. Pleasant St., Amberst.

Egan, Edward P., 19 Holyoke Street, East-Finck, Gustav A., 63 Main St., Florence. hampton. Foley, Peter D., 18 Crafts Ave., Northamp-

Howell, Walter A., 96 Main St., Northampton. Hudnut, Helen, 16 Center St., Northampton Lamoureaux, Clarence E., 101 Main St., Easthampton. Leahan, C. Henry, 108 Church St., Ware. Martula, John T., 206 Russell St., Hadley, Mutter, Francis J., 99 Cottage St., East-Walker, Charles W., 19 Round Hill Road, Northampton

Haverbill **Board of Realtors**

Active Members, 13; Others, 1 President: Arthur A. Hamel, 6 Locke St. Secretary-Treasurer: Mrs. Thelma A. Kirby, 128 Boardman St.

Cotter, Milton, 648 Main St. Des, Henry, 20 Main St., Georgetown Hamel, Arthur A., 6 Locke St.
Hamel, Stanley, 6 Locke St.
Hayes, Miss Elizabeth M., 50 Merrimack St.
Herlihy, Walter, 75 Lawrence St.
Hilliard, George H., 25 Washington Square. Keezer, George B., Main St., Plaistow Kirby, John J., 128 Boardman St. Marston, Mrs. Doris, 69 North St.,

Sargent, Edward G., 53 Merrimack St. Sauliner, Harold T., 6 Locke St. Watson, William, 50 Merrimack St.

Board of Realtors

Active Members, 19; Others, 1 President: Lorenzo Pasquinucci, 77 Locust St. Secretary: George Lefebvre, 29 Camden St., South Hadley.

Allyn, Stewart R., 225 High St.
Baker, Nichols F., 223 Beech St.
Baldwin, William H., 399 Hillside Ave.
Canney, George F., 103 College St., South
Hadley. Hadley. Dunn, R. A., 56 Suffolk St. Foley, Gerald J., 316 High St. French, Alvin C. M., 148 Pearl St. Johnson, Fred C., 9 Vadnais St. Kozinski, George, 276 High St. Kozinski, Joseph F., 276 High St. Lafebvre, 29 Camden St., South Hadley. McManus, Edgar, 134 Allyn St. McManus, Edgar, 134 Allyn St.

O'Connell, Bay, 276 High St.
O'Connell, Sam, 276 High St.
O'Donnell, Edward S., 225 High St.
Pasquinucci, Lorenzo J., 77 Locust St.
Wallace, Mrs. Laura, 331 Pleasant St.
Woods, Edmund G., 264 Maple St.
Woods, Francis B., 264 Maple St.

Greater Lawrence **Board of Realtors** Active Members, 32; Others, 21.

sident: Bart Galvin, 301 Emex St., Lawrence. erretary: Ernest L. Wilkinson, 301 Essex St., Lawrence. drew, T. Edwin, 301 Essex St., Lawrence. Imard, W. Shirley, 36 Main St., Andover. Faardin, A. Eugene, Jr., 14 Park St. on, Leonidas, 513 Haverhill St., Lawrence, Ekley, Bernard B., 225 Carleton St., Law-

llock, Mrs. Robena E., 150 Main St., No. Andover. empopiano, Joseph, 301 Essex St., Lawnce. mberlain, Arthur G., 520 Andover St., Lawrence, and C., 3d Andover St., Lawrence, amtois, Henry J., 33 Hawley St. Lawrence, atture, Sylvio, 25 Green St., Methuen. Felice, Peter J., 44 Forest St., Lawrence, Jucca, Antonio, 5 Jackson St., Lawrence, Mauro, Santo A., 108 Main St., N. An-

tman, Weston F., 301 Essex St., Lawrence astman, Weston F., 301 Euer St., Lawrence, alvin, Bart J., 301 Easer St., Lawrence, eller, Max, 351 Easer St., Lawrence, tababan Sr., Alex G., 32 Steven St., Methuen tabany, Alex, Jr., 32 Steven St., Methuen, tamie, Victor, 31 Hamphire St., Lawrence, illorin, Karl C., Geneva Rd., Andover, faguire, John J., 301 Estex St., Lawrence, torphy, John R., 100 Haverhill St., Lawrence, pages.

rence.
admond, Thomas F., 248 Broadway, Meth-

uen. eitano, Sabastiano, 263 Essex St., Lawrence. Ilvetti, Augustine J., 316 Essex St., Lawrence. mel, Sam, 112 Franklin St., Lawrence. skind, Roland R., 301 Essex St., Lawrence. tevens, Elton E., 351 Essex St., Lawrence. dickney, Asa C., 30 Hampshire St., Methu-

alch, Joseph F., Jr., 301 Essex St., Law-Whipple, Richard G., 301 Essex St., Lawon, Ernest L., 301 Essex St., Law-Yurelonis, Anthony P., 253 Essex St., Law-

Lowell Real Estate Exchange

Active Members, 26.

President: Robert H. Achin, 90 Aiken St. Secretary: Abraham Rosengard, 45 Merrimack

Achin, Robert H., (Henry Achin Agency), 90 Aiken St. Addh. Accept H. A. S., King St. & New Estate Rd., Littleton. Coopey, James L., 7 Appleton St. Corbeil, Joseph H., 70 49th Ave. Downey, Harold J., 219 Central St. Elliott, Herford N., 64 Central St. Elrickson A., Westford. Gately, William F., 29 Bridge St. Gervais, J. 1, 24 Merrimack St. Green, Joseph W., 26 Merrimack St. Hidreth, Roger H., 619 Gorham St. Johnson, H. R., 9 Central St. Kane, James, 10 Hurd St. Kane, James, 10 Hurd St. Kane, James, 10 Hurd St. Lamton, Edward N., 34 John St., Lowell. Kane, James, 10 Hurd St.
Lamon, Edward N., 34 John St., Lowell.
McNanara, James 47, 261 Bridge St.
McNanara, James 47, 261 Bridge St.
O'Garra, John J., 64 Central St.
Parsona, Errat P., 10 Kearney Sq.
Percival, John C. (John C. Percival & Co.),
24 Merrimack St.
Peterson, Carl A. E., 43 Central Square,
Chelmaford.

Riney, M. Edward, 24 Merrimack St. Rosengard, Abraham, 45 Merrimack St. Runels, Chester M., 53 Central St. Saunders, Edward J. (Saunders Service), 10 Kearney Sq. Van Greenby, D. R., 60 Van Greenby Rd.

Real Estate Board

Active Members, 55.

President: Ralph N. Murray, 79 Banks Rd., Secretary: Gustave R. Johnson, 10 City Hall

Square.
Ambrose, Delphin, 56 Central Ave.
Atkins, Koy S., 391 Eastern Ave.
Atkins, Koy S., 391 Eastern Ave.
Ayise, John, 177 Humphrey St., Swampacott.
Backman, Samuel P., 14 Central Ave.
Banks, E. Kinsman, 10 City Hall Square.
Barter, Everett M., 150 Liberty St.
Backer, Everett M., 150 Liberty St.
Black, Richard J., 118 Munros St.
Brown, Gordon L., 38 Exchange St.
Bufalino, Raymond J., 501 Humphrey St.,
Swampacott. Swampscott. Bunker, Herman C., 359 Central St., Saugus.

Cassidy, Joseph W., 30 Central Ave. Charron, Andrew, 7 Central Sq. Connoily, John W., Box 816. Craig, Afbert E., 540 Chestnut St. Craig, Russell E., 540 Chestnut St. Curry, Edward M., 760 Humphrey St., Swampscott. Curtis, George, 195 Broadway. Cutts, Mrs. Richard, 38 Grant Rd.,

Swampscott.
Estabrook, Mrs. Dorothy, 90 School St., Saugus.
Fame, Michael, 60 Central Ave.
Farquhar & Black, 18 Central Ave.
Finch, Clarence M., 128 Humphrey St.,

Swampscott.
Fitzgerald, Edward J., 14 City Hall Square.
Galis, Samuel, 23 Central Ave.
Goldman, Samuel, 177 Summer St.
Haskell, William W., 501 Humphrey St.,

Haskell, William W., 501 Humphrey St., Swampscott, 457 Lincoln Ave., Saugus. Hill, Ervis F., 7 Willow St. Ingalls, Francis, 48 Central Square. Jenis, Gregory V., 22 Central Ave. Johnson, Gustave R., 10 City Hall Square. Luise, Alfred P., 177 Summer St. Lundgren, Carl E., 8 Peary Ave. Lundgren, Clarence E., 163 Central Ave. Maloon, Clarence B., 163 Murroe St. Martin, Alice, 38 Exchange St. St. Mendelsohn, Gabriel M., 439 Washington St. Mendelsohn, Gabriel M., 439 Washington St.

Mentuck, John, 154 Humphrey St., Swampscott.
Moran, Joseph T., 153 Central Ave.
Morarry, John F., Jr., 153 Central Ave.
Moulton, John E., I City Hall Sq.
Murray, Kaiph N., 79 Banks Road,

Pelletier, Edgar, 118 Monroe St. Peralta, Francis J., 7 Willow St. Phillips, Kenneth, 14 Central Ave. Reiser, Elva M., 492 Lincoln Ave., Saugus. Sawyer, Frederick L., 518 Lincoln Ave., Saugus. Saugus. tocker, Crawford H., 112 Market St tearns, Willard F., 165 Redington St Swampscott.

Swampscott.

Turner, Charles W., 65 Exchange St.

Wadleigh, Paul F., 16 Central Ave.

Woodbridge, Charles G., 97 Bullam St.

New Bedford Board of Regitors

Active Members, 46; Others, 10 President: Arthur B. Sherman, 98 Arnold Secretary: Mrs. Maud K. Marka, 163 Main St., Fairhaven.

St., Fairhaven.
Andrews, Edwin R., 184 Cottage St.
Audette, R. Donat, 870 Acushnet Ave.
Ayotte, Joseph L., Main St., Lakeville.
Barros, Manuel A., 48 Hemiock St.
Barros, Manuel A., 48 Hemiock St.
Boucher, Ernest H., 508 Pleasant St.
Cohen, Harry, 444 Purchase St.
Corres, Eleanor Lowell (Mrs.), Crescent
Dalbec, Emile, 187 Tarkits Hill Rd. Beach, Mattapoisett.

Dalbec, Emile, 187 Tarklin Hill Rd.

DeMello, Angelo C., 28 Prospect St., S. Dartm Gifford, Ralph S., Locust Rd., Rochester. Godfrey, Mrs. Louis O., 54 Summer St., Taunton. Goldan man, Joseph B., 21 Gifford Ave., North Goldman, Joseph B., 21 Gifford Ave., North Dartmouth. Haite, Pater J., 749 Purchase St. Hathaway, Wallace G., 221 Park St. Hayes, Herbert, 192 Ghurch St. Howest, Herbert, 192 Ghurch St. Howarth, Alfred A., 134 N. Main St., Fall River, Charles M., 760 Rockdale Ave. Langlois, A. J., 888 Purchase St. Leault, Leo, 688 Purchase St. Leveque, Arene J., 246 Nash Rd. Lecan, A. F., 667 Purchase St. Leveque, Arene J., 246 Nash Rd. Lecan, A. F., 667 Purchase St. Mandell, Richard E. Howy, 116 DeWolf St. Marks, Maud K., 163 Main St., Fairhaven Marston, James H. C., 908 Purchase St.

Mederios, Manuel, 1065 Rockdale Ave. Norton, Michael J., Ir., 74 Sycamore St. O'Neill, James F., 115 Campbell St. Perry, M. F. 46 Pleasant St., Fairhaven. Roy, Louis J., 159 Tallman St. Scott, Ann (Mrs. Palmer), 4 Prospect St. Norton, O'Neill. Perry, M. F., 46 Pleasant St., Fairnaven. Roy, Louis, 1, 195 Tallman, 4. Prospect St., South Dartmouth. South Dartmouth. Sherman, Arthur B., 98 Arnold St. Silva, Albert P., 283 Sawyer St. Silva, Edward M., 287 Sawyer St. Silva, Manuel S., 294 Dartmouth St. Silva, Edward M., 287 Sawyer St. Silva, Manuel P., 294 Dartmouth St. Stern, Herbert, 98 William St. Sylvia, Manuel, 797 County St. Vicra, Frank, Fairhaven Road, Wadler, Felix B., 63 Brownell St. Word, Mr., W. G., 287 Winson St. Word, Mr., W. G., 287 Winson St. Word, Mr., W. G., 287 Winson St.

Northern Worcester County Board of Realtors

Active Members, 36; Others, 7 President: Robert Tousignant, 307 Central St., Gardner. St., Gardner. Scretary-Treasurer: J. Altenor Mallet, 594 South St.

Armstrong, R. S., 71 Mason St., Winchendon. Berlo, Bernard, 50 Fairbanks St., Fitchburg.

Fitchburg.

Fitchburg.

Fitchburg. Champa, Mrs. Jennie A., 255 Water St., Fitchburg.
Cooke, Roy F., Athol.
Cooke, Roy F., Athol.
Dickinson, M. L., 494 Main St., Fitchburg.
Differt, Leonel J., 280 Main St., Fitchburg.
Egblad, Emil, 63 Parker St., Gardner,
Foster, Ralpa S., 326 Main St., Fitchburg.
Gagnon, Hector, 327 Main St., Fitchburg.
Gagnon, Hector, 327 Main St., Fitchburg.
Hartwell, Charles F., South St., Wettminster
Kipp, James A., 327 Main St., Fitchburg.
Klein, Norman W., 220 Main St., Fitchburg.
Klein, Norman W., 220 Main St., Fitchburg.
Lanhua, Howard F., 32 Pleasan St., Gardner.

ner.
Lonzo, Everett B., 280 Main St., Fitchburg,
Lowe, Rodney M., 484 Main St., Fitchburg,
Mallett, J. A., 394 South St., Athol.
Markham, John F., Jr., 304 Main St.,
Fitchburg,
Meany, David, 286 Central St., Gardner,
Merriam, Mrs. Frank E., 122 Day St.,

Fitchburg, Meany, David, 286 Central St., Gardner. Merrian, Mrs. Frank E., 122 Day St., Fitchburg. Fitchburg. O'Connell, F. J., 304 Main St., Fitchburg. O'Connell, Joseph P., 45 Main St., Gardner. Fitchburg.

Rivers, George, Westminster, Box 34, Stone, Alton, 20 Farker St., Gardner, Taylor, Arthur S., 470 Main St., Taylor, Arthur S., 470 Main St., Fitchburg, Tousignant, Charles, 307 Central St., Tousignant, Charles, 307 Central St.,

Gardner.
Gardner.
Gardner.
Gardner.
Gardner.
Tousignant, Fred D., 307 Central St.,
Gardner.
Tousignant, Robert, 307 Central St.,

Gardner.
Trinque, Armand, 327 Main St., Fitchburg.
Trinque, Hector J., 54 Main St., Gardner.
Willard, Leslie M., 759 Main St., Fitchburg.

Plymouth County Board of Realtors

Active Members, 26: Others, 18. President: Mrs. Ward Foote, South Duxbury Secretary-Treasurer: Henry Cheney, R.F.D. Duxbury.

Burns, John Torrey, B N. St., Plymouth.
Carpenter, Mrs. Blanche R., S. River St.,
Marshheidt,
Cheney, Henry E., R.F.D., Duckbury,
Cheney, Henry E., dicht H., RFD., Klagaton.
Coleman, Ralph H., Main St., Norwell.
Cousins, John L., RF.D. Whitman,
(Hanson),

son). an, Mrs. Briggs, 133 Summer St., Ci

Cushman, Mrs. Briggs, 133 Summer St., Kingston, Dwyer, Miss Eleanor, % John L. Rothery Co., Scituate. Foote, Mrs. Ward, Shipyard Lane, So., Duxbury. Gosnell, Curt, Tinkertown, Duxbury. Harlow, Clyde L., Ocean St., Marshield, Lavallee, Wilfred H., 112 S. Main St., Mid-dleboro.

and, Joseph W., 250 Boylston St., Boston. Clutosh, Neil, White Horse Beach P.O. Plymouth.
Plymouth.
Mederos, Mrs. Sally, Pine St., Norwell.
Molfatt, Kenmure, North Scituate.
Mulroney, James F., Accord.
Murphy, Mrs. Isabel H., 7 Cherry Lane,
Minot.

Prouty, Alfred H., Rockland P. O., Rockland. land.
Reid, Alvin R., Hanson.
Roberts, Fred W., Moraine St., Murshfield.
Rome, Ellis, Rockland (R.F.D.).
Schroeder, Walter U., 18 Main St., Ext.
Plymouth.

Walker, Percy L., Tremont & St. George Sts., Duxbury. Warnsman, Edward C., 63 Main St.,

Warnsman, Edward C., Plymouth.
Young, Miss Constance, St. George St.,
Duxbury.

Quincy and South Shore Board of Realtors

Active Members, 59; Others, 41, President: Parker Webb, 36 Spafford Road, Milton. Secretary: Dorothy Osboro, 1339 Hancock St., Quincy (69).

Adams, C. Malcolm, 182 Summit Ave., Quincy, (70). Barry, Richard E., 114 Otis St., Milton. Barry, Richard J., Jr., 270 Hancock St., North Quincy (71). Beers, James H., 160 Washington St., Weymouth.

Bestgen, William H., 24 Florence St.,
Quincy, (70).

Bestick, C. Earle, 285 Washington St., Brain-

Blake, Robert A., 501 Beale St., Quincy, (69). Boynton, Arthur E., 36 Commercial St., Braintree.

Brown, Daniel, 36 Quincy Ave., Braintree, (84). (64). Cardes, John F., 9 Elm St., Hingham. Child, Warren H., 171 Main St., Hingham. Curtis, Arthur B., 1369 Hancock St., Quincy, (69).

Dacey, Daniel J. Jr., 42 Granite St., Quincy, Davis, C. H., 42 Quincy Ave., Braintree. Doucette, Paul A., 94 Washington St., Weyustman, Arnold, 107 Vassall St., Quincy, Ebbett, Ballard, 80 Campbell St., Quincy Faxon, Robert M., 1245 Hancock St., Quincy, (69).

Flavin, James J., 1601 Hancock St., Quincy, (69). Fraser, Waldo A., 55 Saville Row, Quincy (69). Fra eni. Onofrio, 171 Billings Rd., Quincy, (71). Herbert F., 7 Edgeworth St., Quincy, (71). Gallagher, John J., Jr., 67 Saville Row, Quincy.
Galiagher, William P., 270
Weymouth.
Gordon, Ruth U., 872 Nantasket Ave., Hull.
Gunn, Francis A., 82 Pleasant St., Weymouth.
Hollis, Minot, 184 Hancock St., Wolfardon (71).
Hollis, Minot, 12 Pond St., Weymouth.
Hollis, Minot, 12 Pond St., Weymouth. agher, William P., 246 Bridge St., N.

nson, Clifford H., 1400 Hancock St., Johnson, Currors (69), Quincy (69), Jordan, Charles G., 15 Front St., Weymouth, LePage, Iren M., 32 Commercial St., Wey-Marden, Wallace R., 323a Newport Ave., Wollaston (70), McCormack, James B., 518 Main St., Hing-ham ham. McHugh, J. Edward, 276 Granite Ave., Milton. Melville, Homer, 231 Quincy Ave., Brain-

ree. pore, Walter, P.O. Box 411, Reno, Nevada-ckerson, N. G., 80a Beale St., Quincy, (84). Niles, Arthur C. Jr., 1 km ... (84). Niles, Waldo E., 1 Elm St., Braintree, (84). Ochorne, Dorothy, 1359 Hancock St., Quincy, Charles ... Arthur C. Jr., 1 Elm St., Braintree, Partridge, Sidney, 1175 Main St., Hingham, Pierce, Henry (Merchants Co-op Bank),

Boston. Riggs, Kenneth H., 23 Beale St., Wollaston (70). Riggs, N. J., 23 Beale St., Quincy, (70). Riley, Margaret, 96 Atlantic Ave., Hull. Ross, Charles A., 28 Franklin St., Quincy, (69). Severy, James E., 114 S. Central Ave., Quincy, (70). Spita, William J., 12 Beale St., Quincy, (70). Spita, Charles F. A., 18 Elmlawn Rd., Braintree. Stocks, Albert V., 663 Hancock St., Quincy,

Sullivan, Paul N., 1372 Hancock St., Quincy, Sylvester, Frederick H., Jr., P.O. Box 191, Hingham.

Greater Salem Real Estate Board

Active Members, 42; Others, 1. President: George V. Brown, 225 Washing-ton St., Salem. Secretary: Robert O. Lunn, 234 Cabot St., Beverly.

Andrews, Mrs. Esther S., Main St., Essex. Archer, Clement C., 267 Cabot St., Beverly, Belleau, Theophile, 244 Lafayette St., Salen

DAVID FRYE

Established in 1907 MANAGEMENT APPRAISALS LEASES SALES

SALEM, MASS.

FRYE BUILDING 265 Essex Street

Bradlee, Sargent, Harbor St., Manchester, Brown, George V., 225 Washington St.,

Salem.
Burke, Joseph P., 173 Cabot St., Beverly.
Carghill, William, Main St., Boxford.
Carpenter, Mrs. Walter H., 32 Ocean St.,
Beverly.
Clifford, Harry D., 1 Hawthorne Blvd.,
Salem.

em. y, Brainard F., Jr., 5 Liberty St., Salem.
Conley, Paul D., 30 Central St., Ipswich.
Conway, Walter A., 254 Essex St., Salem.
D'Arcy, James F., Depot Sq., S. Hamilto
Davis, Leverette E., 5 Seaview Ave.,
Marblehead.

Marblehead. Donovan, Joseph F., 267 Cabot St., Beverly. Edwards, Dora, 555 Essex St., Beverly. Farrell, Edward W., 8 School St., Marble-bend

bead, Field, James A., 287 Essex St., Salem, Mass, FRVE, DAVID, 265 Essex St., Salem, Gordon, David J., 24 Main St., Peabody, Gray, Warren F., 5 Oak St., Marblebead, Ham, Herbert, Il Trask St., Danvers, Johnson, Richard W., Box 257 Hamilton, Johnston, Charles S., Jr., 726 Essex St.,

Salem. Kent, A. Gordon, 44 Maple St., Danvers. Manning, William F., 73 Washington St., Salem. Salem.
Marquis, George W., 218 Essex St., Salem.
Morgan, Leslie, 173 Cabot St., Beverly.
Nickerson, Donald W., 221 Cabot St.,

Beverly. Norris, Fred J., 65 Federal St., Salem. O'Callahan, Edward F., 222 Cabot St., Beverly

Roberts, Boyd, 170 Cabot St., Beverly. Roberts, Boyd, 170 Cabot St., Beverly. Robinson, Charles H., 157 Pleasant St., Marbiehead. Marblehead. Rose, Robert W., 411 Atlantic Ave., Marble-Roy, Ernest J., 21 Overlook Rd., Marble-head.

Simon, William M., 242 Cabot St., Beverly. Sterling, Lester O., 222 Cabot St., Beverly. Van Blarcom, Mrs. Louise, Candlewood Rd., Ipswich.

on, Guy T., 38 Union St., Manchester. Wrights, The, 7 Atlantic Ave., Marblehead. Zetland, Samuel, 24 Main St., Peabody.

Springfield Real Estate Board

Active Members, 56; Others, 10, President: John L. Seyler, 95 State St. (3). Secretary: Wolcott W. Gumble, 57 Vernon St.

(3).

Adams, Roger E., 363 Eastern Ave. (9).

Adams, Roger E., 362 Eastern Ave. (9).

Aring, Walter J., 31 Elm St. (3).

Aring, Walter J., 31 Elm St. (3).

Berns, Georgie M., 31 Elm St. (3).

Campbell, Ralph E., 31 Elm St. (3).

Campbell, Ralph E., 31 Elm St. (3).

Christe, Donald B., 31 Elm St. (3).

Christe, Donald B., 31 Elm St. (3).

Clark, Henry M. Co. (Staley R. Clark),

100 Broadway (3).

Craft. H. E., 1357 Main St. (3).

Craft. H. E., 1357 Main St. (3).

Craft. H. E., 1357 Main St. (3).

Craft. H. E., 32 North St., Fittsfeld.

Fenton, Ira E., 32 Elm St. (3).

Fox, Lealie J., 13 Maple St., E. Longmeadow

Fullam & Co. (Ralph E. Fullam), 110 Elm St., West Springfeld.

Gower, Charles W., 30 Chestnut St., Ludlow

Gower, Charles W., 30 Chestnut St., Ludlow

St., West Springfield, Gowen, Charles W., 30 Chestnut St., Ludlow Grant, Clinton J., 30 Elm St. (3). Gumble, Wolcott W., 57 Vernon St. (3). Hamblen, E. H. & R. L., 1562 Main St. (3). Hinch, Edward A., 159 N. Main, E. Longmeadow, Hoover, Lloyd M., 466 Main St., Wilbraham. Jenney, Ralph P., 1421 Main St. (3). Johnson, E. D. Co., 1562 Main St. (3). Jordan, Lester E., 1537 Main St. (3). Jordan, Lester E., 1337 Main St. (3), Kempton, Robert E., 33 Elm St. (3), MacMill.LAN & SON (Jehn D. B. Mac-Martyn, Charles P., 3 Court House Pl. (3), Murphy, Edward J. Co. (Frederick C. Murphy), 1337 Main St. (3), Myers, Marcus C., 31 Elm St. (3), Niremstein, Nathan, 377 Dwight St. (3).

Springfield, Mass.

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Pond, Howard W., 219 Main St., Agawam.
Quinn, John F., 1201 Main St., (3).
Gylen, J., 18 Vernosa St. (3).
Seyler, John L., 95 State St. (3).
Seyler, John L., 95 State St. (3).
Speeda, Janes T., 1653 Main St. (3).
Speeda Hegeman (Kenneth G. Speed), 56
Stechan, Josett M., 31 Elm St. (3).
Stephenson, Paul P., 229 Albany St. (1).
Stone, Leland A., 31 Elm St. (3).
Streng, J. Truman, 1225 State St. (9).
Taylor, Arthur G., 1421 Main St., (3).
Tromby, Essert & Leroy (Ewwett L.
Trombley, 156 Main St., 163).
Tromby, Essert & Leroy (Ewwett L.
Trombley, 156 Main St., 161 G., 161 Chard.
Webster, John A. & Donald G. (Donald G.
Webster, 150n T., 22 Elm St. (3).
Wheeler, Bion T., 22 Elm St. (3).
Wheeler, Bion T., 22 Elm St. (3).
Whye, Harry R., 12 Court House Pf. (3).
Versul & Severall (Groege R. Verrall, Jr.),
44 Vernon St. (3).

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Bailey, Francis S., 2 Fester St.
Banughan, Wm. L., 311 Main St.
Banughan, Wm. L., 311 Main St.
Bacom, Nathan T., 340 Main St.
Bilzerian, David A., 32 Claridge Dr.,
Bowker, Charles W., Jr., 340 Main St.
Bozzini, Dominie J., 130 Congress St., Mil-

Bozziai, Dominie J., 190 Googreen St., Milford.
Bridgham, Mrs. Olive M., 14 Institute Rd.
Brigham, Walter F., 400 Main St.
Brophy, Francis X., 507 Main St.
Carney, Joseph W., 25 Ethan Allem St.
Carney, Joseph W., 25 Ethan Allem St.
Carkon, Franh B., 2, Wild Rose Ave.
Coc. Philip F., 340 Main St.
Courtney, Thomas H., 340 Main St.
Courtney, Thomas H., 340 Main St.
Courtney, Thomas H., 340 Main St.
Despres, Francis J., 1468 Grafton St., North
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Dillon, Thomas F. J., 776 Main St.
Dooley, Philip E., 99 Monadmock Rd.
Duprey, Philip H., 16 Norwich St.
Finn, Thomas J., Jr., 268 Main St.
Glick, Sidney M., 36 Fortland St.
Glodenes, B. George, 507 Main St.
Grahn, John, 6 Tirrell St.
Hager, Rajph W., 316 Main St.
Harrison, Elmer J., 32 Burncoat St.
Hedquist, Philip B., 8 Norwich St.
Harrison, Elmer J., 32 Burncoat St.
Hedquist, Philip B., 8 Norwich St.
Holman, Albert E., 306 Main St.
Holman, Albert E., 306 Main St.

bridge. Holman, Albert E., 306 Main St. Horne, Archie J., 262 Lovell St. Huggins, Allen G., 365 Main St. Kimball, Frank W., 38 Pineburst Ave.,

Auburn,
Lane, John D., 59 Davidson Rd.
Larkin, Francis E., 282 Main St., Milford.
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Mallozzi, Anthony J., 511 Main St.
Mathews, Kerwin T., 590 Main St.
McKay, A. Roy, 340 Main St.
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Pender, Charles W., 390 Main St.
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Petterson, B. Elmer, 590 Main St.
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Sulivas, Francis J., 27 Elm St.
Taylor, Forrest W., 22 Plensant St.
Wall, Massrice J., 311 Main St.
Whittey, James L., 390 Main St.

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Algonao—See Port Huran
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Almant—See Lapser County
Detroit
Augustra—See Battle Greek
Box Circek Breckenridge—See Central Michigan Cadillac—See Paul Bunyan Casopolis—See Southwestern Michigan Cedarville—See Upper Peninsula Center Line—See Detroit Charlevoix—See Antrim-Charlevoix Clarkston—See Pontiac, Ioco County Ciliford—See Lapser County Coloma—See Southwestern Michigan Corunaa—See Shiawasee Co. Counta—See Southwestern Michigan
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City, Macomb County
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East Detroit—See Detroit, also Macomb
County
East Lansing—See Lanning
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Elk Rapids—See Autrim-Charlevoix
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Ward
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Gardea City-See Wastern Wayne Co.
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Grosse Fointe-See Macomb County
Grosse Fointe-See Betroit
Grosse Fointe-Mach-See Detroit
Grosse Fointe Mach-See Detroit
Grosse Fointe Moodi-See Detroit Hale—See Ionce County
Harbor Springs—See Emmet County
Hartford—See Southwestern Michigan
Hasel Fark—See North Weodward
Highland Park—See Detroit rigalisad Fark—See Detroit
Imlay City—See Lapser County
Indian River—See Emmet County
Inkiter—See Western Wayne
Iron River—See Upper Peninsula
Irsnwood—See Upper Peninsula
Ithaca—See Central Michigan
Kentel Haber—See Destri-Keego Harbor—See Pontiac Lakeside—See Southwestern Michigan Lansing—See Detroit Lincoln—See Downriver, also Detroit Lincoln Park—See Detroit Lincoln Park—See Detroit
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Manitou Beach—See Southern Michigan
Marine City—See Port Huronia
Marine City—See Port Huronia
Marchall—See Battle Cirek
Merphia—Gee Downriver
Memphia—Gee Maconib County
Milford—See Maconib County
Milford—See Postiac
Mount Clemens—See Detroit, also Maco
County
County—See Genees County Mount Cienens—See Detreit, also Macour County
Mount Merris—See Genesee County
Mount Merris—See Genesee County
Munning—See Upper Feninsula
Munkegen Heights—See Munkegen County
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Newport—See Monre Account County
Newport—See Monre Michigan
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Nottawa—See St. Loreph County
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Ovctow—See Shiawanse
Paw Paw—See Southwestern Michigan
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etersburg—See Southern Michigan stoaksy—See Emmet Caunty neumning—See Bay County sasani Ridge—See North Woodword Sub-rban ymouth—See Western Wayne Co. Flexant Kidge-bee North Woodword Suturban
Plymouth-See Western Wayse Co.
Pontiac-See Detroit
Dort Sanitac-See Fonice
Dort Sanitac-See Fonice
The Hunyan
Reading-See Hillidale County
Richmond-See Maccamb County
Richmond-See Maccamb County
Richmond-See North Woodward Suburban
Rochester—See North Woodward Suburban
Rochester—See Postiac
Romulus—See Downriver
Romulus—See Western Wayne Co. —See Downriver
—See Western Wayne Co.
son—See Paul Bunyan
—See Macomb Caunty
ak—See Detroit, also North Woodward Clair—See Detroit, also Port Huron Clair Shores—See Detroit, also Macos St. Clair—See Detroit, also Macon County
St. Clair Sovers—See Detroit, also Macon County
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St. Louis—See Central Michigan
St. Louis—See Central Michigan
St. Joseph—See See Seethwestern Michigan
Soo—See Upper Peninsula
Soo—See Upper Peninsula
Soo—See Upper Peninsula
Soo—See Upper Peninsula
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Travan City—See Loco County
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Michigan
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Wastern Wayne Co.
Waterford—See See Seets
Wastern Wayne Co.
Waterford—See See Seets
Wastern Wayne Co.
Waterford—See See Seets
Wastern Wayne Co.
Wayne—See Pott Huron

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ANDREWS, LOUIS C., 1006 First Nat Bldg.
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Bliska, Edward, E., 604 Wolveriae Bldg.
Buttni, Wim, J., 1515 Arbor View.
Cornell, George E., 211 8, Main.
Cooper, Hugh, 1222 Lutt.
Coper, Hugh, 1222 Lutt.
Coper, Hugh, 1222 Lutt.
Coper, Hugh, 1224 Lutt.
Coper, Hugh, 1224 Lutt.
Coper, Hugh, 1226 Lu

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troit (26), oth, Herman G., 4 Kresge Bldg. 26th, Herman G., 4 Kreige Bldg, chmidt, Edward W., 329 S. Main St. saman, B. R., 215 Mich. Theatre Bldg, ERGEANT, F. A., 405 First Nat'l Bldg, sanklin, Alfred E., 307 S. Fitth Ave. andish, Hazel M., 300 Wolverine Bldg, andish, Hazel M., 300 Wolverine Bldg, sinther, John E., Jr., 204 State Sav. Bank Bldg.

plog, remmel, C. J., 8 Kresge Bldg, uomy, Miss Kathryn, 122 N. 4th Ave, Varner, Ralph, 215 Mich. Theatre Bldg, VHITE, WILSON, 1008 First Nat'l Bldg, lisdom, Mrs. Marion, 525 Walnut.

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McCutcheon, Theodore, Bellaire. Noel, Ethel G. Krieg, 4440 Roosevelt Rd., Boyne City.

Young, Drew E., 224 Bridge St., Charlevoix, Young, Earl A., 224 Bridge St., Charlevoix.

Pettijohn, Jesse J. (Pettijohn Real Estate Exch.). **Battle Creek**

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Secretary: Frank C. Eifler, 431 Post Bidg.
Allen, J. B., 500 Central Tower.
Annis, Claude, 905 Security Tower.
Arms, Lyle W., 50 Adams St.
Arms, William A., 30 Adams St.
Belder, Eaker, M. St.
Bolder, Eaker, M. St.
Bohanna, Arthur F., I. E. Michigan Ave.
Bond, George, 61 W. Fountain.
Buck, A. Tait, 112 Main St.
Burke, Clair. c/o Michigan Nat'l Bank.
Cooper, Fred Y., 20 S. Division.
Cooper, Fred Y., 20 S. Division.

DeMaso, Renzi, 6601/2 Capital Ave., S.W. Eifler, Frank C., 431 Post Bldg, Fisher, Forest R., 402 Michigan Nat'l Bldg. Foster, C. Everett, 406 Michigan Nat'l Bldg Gates, Wendell C., 8 W. Michigan Ave.

Hallern, Edmund J., 305 Post Bldg. Hatfield, Harry J., Cor. Green and Grand Marshall. Howes, Sam, 12 Williams Arcade. Howes, Sam, 12 Williams Arcade, Keith, Robert W., 649 Part Drive, Leenaar, Feter J., 175 Capital Ave. N. E. Littman, Edward T., 113 N. McCamly St. Loder, Floyd M., 331 Division, Marshall, MacGregor, Erma, 64 S, Broad St. Erma, 64 S, Broad St. Williams, Ray S., 25 Kingman Bldg, Perrett, George W., 12 Williams Arcade, Realtors Litting Exchange, 428 Post Bldg, Riley, W. H., 10 E. Ere, Albion. Rodbins, Fred R., 399 Capital Ave. S.W. Rodfolf, E. O., 416 Capital Ave. S.W. Schroder, Keith, 412 Michigan Nat'l Bank Bldg.

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Six, Don C., 1343 W. Michigan Ave.
Smith, Harrison M., R.D. No, 1, Box 971.
Augusta.
Stewart, Walter K., 15½ Capital Ave. N.E.
Taft, Herbert W. 40 Capital Ave., S.W.
Thu, Everett S., 305 Michigan Nat'l Bank

Taft, Herbert W., 400 Capital Ave, S.W. Titus, Everett S., 305 Michigan Nat'l Bank Bldg. Nelson N., 47 Capital Ave, S.W. Trisket, Coy M., 711 Post Bldg. Trisket, Coy M., 712 Post Bldg. Trisket, Coy M., 17, 711 Post Bldg. Troxell, Vern, 18 Angell St. Tyler, W. A., 625 W. Michigan Ave, S.W. Underhil, Fred C., 449 Capital Ave, S.W. Walbridge, Harold J., 35 Calhoun St. Walbridge, Harold J., 35 Calhoun St. Walbridge, Barold J., 35 Calhoun St. Walbridge, Harold J., 35 Calhoun St. Walbridge, Marchall.

Bay County

Board of Realtors Active Members, 12; Others, 9. President: W. H. Perkins, 501 Bay City Bank Bidg. Secretary: Fred Abendroth, 212 5th Ave. Hidg.

Abdella, Sam, 611 34th St. Abendroth, Fred, 212 5th Ave. Budd, John, 507 Bay City Bank Bldg. Henry, W. W., 601 5th St. Kavanagh, John D., 417 Shearer Bldg., Bay Henry, T., Kavanagh, John D., 417 om-Kavanagh, John D., 417 om-Martindale, L. W., 709 Fifth St. Mdg., Bay Mosher, Fred R., 309 Phoenix Bidg., Bay City. Perkins, W. H., 501 Bay City Bank Bidg. Perkins, W. H., 501 Bay City Bank Bidg. Plum, Harrison T., 1500 Center St., Bay Plum, Harrison T., 1500 Center St., Bay Plum, Harrison T., 1500 Ce City. Resmer, Stanley, Pinconning. Techlin, H., 1601 N. Trumbull. Usher, D. B., 412 Washington.

Birmingham

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Benjamin, Jerome. (Benjamin & Stephens), Benjamin, Jerome. (Benjamin & Stephens), Bennett, Clyde C., 29 S. Woodward Ave. Colgrove, L. E., 139 W. Maple Ave. Dowling, Eliasubt P. (Mrs.), E. Long Lake Hascall, Louis, 176 N. Woodward Ave. Kinney, Elliott S., 29 S. Woodward Ave. Kinney, Elliott S., 29 S. Woodward Ave. Levinson, David, 144 W. Maple. Orr. Glenn I. (Houseman Spitzley Corp.), Palmer, Ray A., 720 E. Maple. Pew, Fred C., 300 So. Woodward Ave. Swaymond, W. Whiting (Walsh, James & Wasey Co.), 431 S. Woodward Ave. Scheffle, Webster, Leinbach-Humpfrey), Sayder, Myron E., 29 S. Woodward Ave. Tout, Rajbh, 220 Dorchester Ave. Watt, R. F., 300 So. Woodward Ave.

Central Michigan **Board of Realtors**

Active Members, 9

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Alma. Williams, Harley, 727 Wright Ave., Alma. Wyllys, Frank, 302 N. State St., Alma.

Charlotte (Individual Members) Beebe, Elmer M., 323 E. Henry St. Powers, Wm. F., 107 W. Lovett.

(Individual Member)

immo, Geo. D., 220 N. Main Street

Clare (Individual Member) Busche, Fred C.

Coopersville (Individual Member) Kent, C. R., Box 303.

Dearborn Real Estate Board

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Alexsy, Frank A., 24450 Michigan Ave. Bednarczyp, Edward J., 22306 W. Warren

Alexay, Frank A., 24450 Michigan Ave, Bednarcryp, Edward J., 22366 W. Warren Ave, Edward J., 22366 W. Warren Ave, Edward J., 22366 W. Warren Ave, Edward J., 2337 Schaefer Rd. Cherry Hill Realty Co., 103 N. Telegraph Cherry Hill Realty Co., 103 N. Telegraph Rd. Garling, Fred, Sr., 6922 N. Telegraph Rd. Garling, Fred, Jr., 15620 Michigan Ave, Jank, Peter, 15265 Michigan Ave, Jank, Peter, 15265 Michigan Ave, Langloia, Russell L., 21904 Michigan Ave, Lapham, Samuel D., 22051 Garrison Ave, Lowden, E. J., 14519 W. Warren Ave, Lowden, E. J., 14519 W. Warren Ave, Lowy, S. N., 7129 Schaefer Road, Lowry, S. N., 7129 Schaefer Road, McNeil, Patrick F., 712 N. Telegraph Rd. Novack, Joseph, 17280 Outer Dr. W. Paclrieski, Frank, 210 Schaefer Bild, Poole, Guy R., 3529 Schaefer Road, Rd. Michigan Ave, Schaefer, Frank, 21630 Michigan Ave, Schaefer, Frank, 21631 Michigan Ave, Schaefer, John F., 4834 Schaefer Rd. Webber, Arthur, 921 Howard St.

Detroit Real Estate Board

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(26), Allinger, Charles E., 1225 Chicago Blvd. (2), Alliaon, Frank W., 1120 E. Seven Mile Road

Allison, Frank W., 1120 E. Seven Mile Ro. (3), Almas, Victor A., 6647 W. Fort St. (2) Alverson, Walter S., 6274 E. McNichols Road (34), Andersen, Hans M., 397 Tuxedo Ave., Highland Park (3). Asselmi, Adolph, 307 Francis Palms Bldg.

(1). Anstey, Stanley J., 8131 Linwood Ave. (6). ARDEN, M. E., 7410 Woodward Ave. (2). Argue, C. Robert, 860 Rivard Blvd., Grosse Pointe (30). Arie, Lester R., 444 E. Hazelhurst, Ferndale

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BISSCHOP, JEROME P., 2631 Woodward Ave., Suite 524 (1).

Blackwood, Koger H., 17300 Grand River Ave. (27).

Blar, Norman S., 10827 Puritan Ave. (21).

Blas, Howard, 640 Dime Bide. (26).

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Brace, Jark, 934 Second St.
Brown, R. E., 203 Krautheim Bidg.
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Schemm, George, 308 Turcola St.
Sonagler, W. L., 1009 N. Bond St.
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Nelson, C. A., 203 N. Hastings.
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Quinlan, Gerald F., 434 Brandeis Theatre
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papp, Paul F. D., 212 Keeline Bldg.
Rap, Ewin D., 212 Keeline Bldg.
Rap, Harvey, 212 Keeline Bldg. (2).
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Shukert, G. E., 437 Keeline Bidg. (2).
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Slosburg, Jacob, Jr., 406 Brandels Theatre Bldg. (2).

onig. (2). losbarg, Stanley J., 466 Brandels Theatre Bidg. (2). Bidg. (2). echer, Albert R., 1515 N. 39th St. (3). elling, Albert R., 4840 S. 24th St. (7). ephenson, Walter G., 601 Kilpatrick Bidg.

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Camden (7).

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Dick, Frank B., Crescent Blvd, and Namen Aves., Brooklawn.

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Camden, (4).

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[Zeverd, Inc., (Carl R. Evered), 430 Broad
gered, Inc., (Carl R. Evered), 430 Broad
[Conden, 13].

[Atto, Ave., Atto.

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Jr.), 4 Kines Hiebway E., Haddon full,

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Lebman, Jack H. 972 Broad St. (22).
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Martorano, A. Merc, 232 Dayton Ave.,
Clifton.

Clifton. Miske, John A., 655 Main Ave., Passaic, O'Brien, William F., 657 Main Ave., Passaic. O'Donnell, Miss Bertha M., 13 Smith St., Paterson.

Pasternack, A. W., 71 Lexington Ave.

Pasternack, A. W., II Lethington for Passaic,
Peto, Henry L., 180 Lakeview Ave., Clifton
Piccoli, Peter, 152 Market St., Paterson,
Pirozri, Charles, 7 Church St., Paterson,
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Reidel, Arthur T., 111 Wanaque Ave.,
Pompton Lakes,
Reidel, Arthur T., Jr., 111 Wanaque Ave.,
Pompton Lakes,
Sanders, Albert, 5 Colt St., Paterson,
Scheidemann, Ernest T., 401 Main Ave.,
Clifton,

Clifton, Schulting, Herman, Jr., 635 Main Ave.

Passale: Slothus John R., 557 Main Ave., Passale: Smith, Harry A., 5 Colt St., Paterson. Smith, Loseph A., 5 Colt St., Paterson. Stam. Henry N., 5 Colt St., Paterson. Stam. Henry N., 5 Colt St., Paterson. Sybesma. William R., 47 23rd Ave., Paterson. Tomai, James, 331 Main St., Paterson. Van Dillen. Royer. 777 Clifton Ave., Clifton. Van Dillen. Royer. 777 Clifton Mrs.

Van Dilien, Rojer, II Chron Ave. Curro Ventingitia, Anthony, 138 Washington St., Paterson.
Paterson.
Veriag, George P., 13 Smith St., Paterson.
Wein, George P., 19 Smith St., Paterson.
Wein, George G., 22 Lafayette Ave., Hawthorea, Carlon St., Paterson, Williams, George G., 22 Lafayette Ave., Lawthorea, Carlon St., Pasterson, Van Charles, Van Carlon St., Pasterson, Van Carlon St., V

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Active Members, 40; Others, 3, President: Herbert M. Schwartz, 339 Park Secretary: Calvin Schwartz, 247 W. Front St.

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Goodwin, John T., 45 Willow Ave., North Plainfield.

Plainfield. Gorrell, Henry C., 102 North Ave. Haye, Andrew H., Jr., 167 North Ave. Hedden, Patrick J., 381 Somerset St., No. Plainfield.

Jackson, Hildegarde (Mrs.), 29 fiamilised Ave. Jasin, Louis, 908 W. Front St.

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McCarthy, Heien M., (Mas), 239 W. Front McDowell, Wm. G., 1956 Maglhorough Ave. McDowell, Wm. G., 1967 Maglhorough Ave. McOter, Kansent J., 120 North Ave. Moore, Joseph M., 131 North Ave. O'Keofe, John J., 107 Park Ave. Saunders, Arthur, 338 Somerest St., No. Plainfield, him 242 W. Frent St.

Principidal Schwartz, Calvin, 247 W. Front St. Schwartz, Calvin, 247 W. Front St. Schwartz, J. J., 238 Park Ave. Schwartz, J. J., 238 Park Ave. Schwartz, J. J., 258 Park Ave. Schwartz, S

Dunellen.

WALKER, ALBERT R., 201 Park Ave.,
c/o J. G. Mulford Co.
Whitford, A. A., 705 Park Ave.
Wicht, Mrs. Cathariae R., 46 Mountain Ave.,
North Plainfield.
Wright, Mis Anne, 152 North Ave.

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Active Members, 11; Others, 2. President: Robert C. Bauer, 1490 Irving St. Secretary: Alfred C. O'Connor, 1496 Irving St.

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Active Members, 55; Others, 29. President: George A. Rule, 245 E. Ridge-wood Ave. Secretary: Helen T. Springer (Mrs.), 210 E. Ridgewood Ave.

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Apgar, Mahlon, 4 Garber Sq. Beckmann, George H., 46 Godwin Ave., Ridgewood.
Bertholf, Frances R. (Mrs.), 908 Lines

Ave.

Borert, Albert O., 285 E. Ridgewood Ave.
Bogert, Eugene C., 6 Garber Sc.
Bogert, Eugene C., 6 Garber Sc.
Bogert, Eugene C., 6 Garber Sc.
Boyer, Lenanette M., (Mrs.), 201 E. Ridgewood Ave.
Brys, Lenanette B., Wyckoff & Highland Aves.
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Catlin, John E., 12 Wileer Sc., Ridgewood,
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Cheel, Harold W., 45 N. Brund St., Box 55,
Clark, Harold E., 45 N. Brund St., Box 49.
Dietrich, Harold E., 183 Rock Bd., Glen
Rock,

Dietz, Millard K., 140 Cottage Pl. Ellis, Raiph, 1080 Hillcrest Road. Ferris, Mason F., 245 E. Ridgewood Ave., Ferris, Mason F., 245 E. Ridgewood Ave., Ridgewood.
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Wyckoff,
MacVean, Homer G., 45 N. Broad St.
Mittag, Dune, 1011 E. Glen Ave.
Mynymban, Henvietta, Mrs.). 201 RidgeMyland, Godet L., 234 Gateway Rd.,
Ridgewood.

Asugwood.

Reyonidh, Robert D., 9 N. Broad St.
Rule, George A., 245 E. Ridgewood Ave.
Schmults, Edward M., 9 N. Broad St.,
Ridgewood.
Schurins, N. I., 188 Rock Rd., Glen Rock.
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Walthrick.

Waidwick. Shutta, Everett V., 162 E. Ridgewood Ave. Shutta, Helen P., 162 E. Rigdewood Ave. Smith, Chas. Calvin, Fredon-Marksboro Rd., Newton. Newton. Smith. George H., 183 Rock Rd., Glen Rock. Sorensen, Aksel S., 53 N. Broad St. Springer, Helen T. (Mrs.), 210 E. Ridge-wood Ave., Ridgewood.

Tetor, Fred A., 9 N. Broad St., Box 449. Vanderbeck, Cornelius, 183 Rock Rd., Glen Rock.

Walstrum, Eleanor P., (Mrs.), 201 E. Ridge-wood Ave., Ridgewood. Walstrum, S. S., 201 E. Ridgewood Ave. Walstrum, S. William, 201 E. Ridgewood

Ave. Wheeler, Buckley A., 6 S. Broad St., Ridgewood.
Wilde, Frances M. (Mrs.), Wildwood Rd.,
Saddle River.
Woolley, Herbert J. A., 31 E. Ridgewood
Ave.

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Active Members, 10

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DePalma, Fedele, 74 E. Main St., Penns Featherer, David P., 190 W. Main St., Penns

Mifflin, William T., 168 E. Broadway, Salem. Plasket, Howard O., 5 Walnut St., Salem. Rogers, George C., Jr., 1 West Ave., Woods-

Smith, Marian, 321 Hook Rd., Penns Grove, R.D. 1. Williams, Jane Aberts, 59 E. Main St. Penns Grove.

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Ayres, Samuel, Jr., 19 N. Bridge St., Somer-

Beck, Sarah A., Far Hills. Belli, Everett, 4 Hamilton St., Bound Brook Bockoven, F. H., Basking Ridge, BOOTH, CARL H., 55 Mine Brook Rd.,

Bernardsville. Booth, David, 55 Mine Brook Rd., Bernards-Bulat, Joseph, Main St., Manville.

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rud, w. w., se Morristown Road, Bernards-ville.
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Mader, David E., 75 E. Main St., Somerville.
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Somerville.

hmelz, Conrad C., 19 N. Bridge Somerville. suppen, Raymond P., 158 W. Main St., Somerville. Somerville. bomson. Harold B., Basking Ridge. uttle. Wilmer N., Bedminister. an Cleef, Garrett W., 12 Maple St., Somer-

Tuttle, Witnes.
Van Cleef, Garrett W., 12 maps.
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Vanderwer, George H., Neshanic Station.
Wilhousky, Joseph, Jr., Main St., Manville.
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Woolman, Raymond J., Pluckemin.
Wyckoff, F. Raymond, South St., Somerville.

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Blakiston, David A., 18 Park Ave., Ruther-

ford.

Blankley, Joneph R., 207 Hackensack St.,
Wood-Ridge.
Bogle, Horace R., 300 Stuyvesant Ave., Lynd-hurst.

Brown, Edward S., 19 Park Ave., Ruther-ford. Burke, William J., 44 Nevins St., Ruther-ford. Camelet, Harold J., 358 Valley Brook Ave., Lyndhurst. avidson, Macy, 140 Park Ave., E. Ruther-

ford. Edwards, Frank R., 110 Hackensack St., E. Rutherford. Goerner, Walter E., 189 Hackensack St., Wood Ridge. Gorab, Albert, 257 Hackensack St., Wood Ridge. Lumund, James H., 41 Park Ave., Ruther-Lumund, James H., 41 Park Ave., Ruther-

ford.
New, Ellwood S., 6 Ames Ava., Rutherford.
Savino, Carmine, 259 Ridge Rd., Lyndhurst.
Sorensen, Aksel S., 22 Stuyevant Ave.,
Van Winkle, Arthur D., 24 Orient Way,
Rutherford.
Van Winkle, Robert S., 2 Station Square,
Rutherford.
Van Winkle, Robert S., 2 Marion Square,
Natherford. mutnerford. immerman, George, 335 Hackensack St., Caristadt.

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Kohler, John H., 40 Beechwood Rd. Maben, Spencer M., 24 Beechwood Rd. McNamara, Walter A., 37 Maple St. Morris Agency, James R., 382 Springfeld Av. Mountain, Whitmore & Johnson, 85 Sum-

Sussex County Real Estate Board

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, Newton. tary-Treasurer: Mrs. Byrdette K. amberlain, Lakeside Blvd., Hopatcong.

Chamberlain, Lakeide Blvd., Hopatcong. Brady, Beatrice, Lakeide Blvd., Hopatcong. Closs. Herbert I., Lake Mohawk. Sparta. Chamberlain, Mrs. Byrdette K., Lakeide Blvd., Hopatcong., Mrs. Byrdette K., Lakeide Blvd., Hopatcong., Cranberry Lake. Douglais, Edas H., Spring St., Newton. Dunker, Frank. Park Place, Newton. Dunker, Frank. Park Place, Newton. Dunker, Frank. Park Place, Newton. Park J. Wan Hamburg. Woodport Rd., Sparta. Hardin, William J., 35 Spring St., Newton. Hendershot, Blair, Lake Mohawk, Sparta. Lockwood, A. N., 17 Main St., Newton. Lioden, Mrs. Florence, 31 High St., Newton.

Newton.
MacDonald, Frederic R., 17 Main St.,
Newton.

Newton.
Martin, Sayer S., I. Main St., Newton.
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Manu, Frank E., Park Place, Newton.
Northrun, Layton T., 299 Main St., Newton.
Puffer, Harold V., Aadover.
Puffer, Harold V., Aadover.
Schaff, William R., 79 High St., Newton.
Seckler, John, Highland Lakes.
Springer, Horace A., Main St., Andover.
Thouspoon, Herbert A., Lake Mohawk,

parta. seler, Frank C., Lake Mohawk, Sparta.

Mountain, Whitmore & Jonsson, wit Ave.
Murroe, Thomas F., 107 Summit Ave.
Obrig, Elwood M., 21 Maple St.
Richland Co., The., 41 Maple St.
Steele, Robt. H., 95 Summit Ave.

COCK, EDMUND D., 190 Nassau St.,
Princeton, Parkside Ave. (Geo. J. Perlman Co.),

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Perlea, Rainh N. 709 Parkside Ave. Perlman, Geo. J., (Geo. J. Perlman (11 N. Willow St. Pintinalli, William, 953 Princeton Ave. Pone, Alphonse J., 1415 Chambers St. Potts, Fred B., Walnut & Cleveland Aves

Potts, Fred B., Walnut & Cleveland Aves... Trenton... Powell, Harry L., 124 M. Montgomery St. Prege, Ceorus M., 95 S. Brand Bank Bide, P. Brown M. Bank Bide, Rapp, John F., Ir., 208 Broad St., Bank Bide, Res, Albert H., Mercer Co. Court House, Riley, Mahlon, 114 N. Montgomery St. Saa, Samuel. 564 S. Broad St., Schragger, Chas. V., 222 E. Hanover St. Skillman, Russell, 245 Nassus St., Princeton. Natiman, Russeit, een Nassau St., Frinceton, Smith, Robert A., 491 Pennington Ave. Stout, Alice H., 46 S. Clinton Ave. Stutts, Stanley, 106 N. Main St., Highstown Thomas, I. I., 105 W. State St., Trenton. Thorn. William G., 119 Hermitage Ave. Van Cleve, Helen. 9 Mercre St., Frinceton, Waldron, William I. S., Moutromery St. Waldron William L. 3 S. Montromery St. Walsh, H. Edward, Broad St., Bank Bldg. Weinroth, Abe, 42 W. State St. Zarling, Theo, L., Broad St. Bank Bldg. Zickwolf, Charles C., 1015 S. Broad St.

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Bernstein, Harry, 227 E. Hanover St. Block, S. R., Broad St., Bank Bidg, Borden, Williams S., 103 West Hanover St. Bower. A. V., 212 Broad St., Bank Bidg, BRADLEY, VINCENT P., 145 E., Hanover

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Phillipsburg. Cool, Paul, Phillipsburg, R. D. Gibbs, Harold A., 219 Main St., Hacketts-

town. A. 27 Main St., Hacketts-town. T. S. S. Main St., Phillipburg. Lewis, Ted. I. South Front St., Easton. Polt. John. Bloomsburg. St., Washington. Polt. John. Bloomsburg. St., Washington. Polt. John. Bloomsburg. Onaid Kt., Tod. St., Belvidere. Soringer, Horace A., Andover. Tice, Howard Rt., 60 N. 20d St., Easton. Tirrell. James, Heckman & Lewis St., Philly Valens, Evans G., 3 Babidier. Ass. Wath. Evans G., 3 Belvidere Ave., Wash-Van Billard, Mabel C., 60 S. Main St., Philurg. mson, Edward, Main St., Phillipsburg.

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Beam, Raymond R., 498 Bloomfield Ave., Verons. Woiff (Robert Woiff, Jr.), 9 Lane Ave., West Caldwell. De Camp. E. Oscar, 267 Bloomfield Ave.. Caldwell.

Caldwell, oyle Agency, James A. (Mrs. Ada V. Doyle I, 453 Bloomfield Ave., Caldwell, rew, Frank, 328 Bloomfield Ave., Caldwell, aton, Leland L., 678 Bloomfield Ave.,

Verona. Fleming, George, 275 Bloomfield Ave., Caldwell. Harbecke, Mrs. Margaret, 512 Bloomfield Ave., Verona. Hartnett, Eugene, 254 Bloomfield Ave., Caldwell. Jenkins, Fred, 532 Pompton Ave., Cedar Jenkins, Fred, 532 Pompton Ave., Cedar

rove. II. Irving H., 339 Bloomfield Ave., aldwell. ent, Douglas W., 269 Bloomfield Ave., Caldwell.

McKenna, Frank, 85 Bloomfield Ave. N.,

North & Swett (Gilbert M. Swett), 573 Bloomfield Ave., Verona. Ori, P. George, 15 Bloomfield Ave. N., Caldwell.

Provost Agency, The (Edmond B. Provost), 267 Bloomfield Ave., Caldwell. Smith, W. Barnette, 575 Bloomfield Ave., Verone.

Teed, Parker W., 269 Bloomfield Ave.,

Caldwell, Tobin Agency, The (Wm. H. Tobin. Jr.), 242 Bloomheld Ave., Caldwell.

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Gordon, Harold, 162 Elm St.
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Judnes, Thomas H., Jr., 102 Elm St.
Kopp, Martha H., 260 North Ave.
Mallett, Harry A., 233 North Ave.
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Cormack, Ellia J., 30 Prospect St.
Mercaer, Miana A., 512 Dudley Court.
Pearall, Don, 2 Elm St.
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Reynolds, Nancy F., 302 E. Broad St.
Sunders, S. A., 8 Elm St.
Sunders, S. A., 8 Elm St.
Sunders, S. A., 8 Elm St.
Sunder, S. A., 8 Elm St.
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Waring-Danker Agency, 104 North Ave. W.
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Young, Thomas O., 200 North Ave. W.

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Bohlke, Mrs. Alvina M., 159 Kinderkamack
Burlon, Richard C., 28 Washington Ave.
Demarest, Clotilda A., 275 Kinderkamack
Rd., Cradell. Heck, J. Arthur, 72 Westwood Ave. Higgins, Mrs. L. C., 114 Conklin Ave., Hills-

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Beecher-Kay Realty Co., 101 E. Wildwood Bright, Wm. H., Inc., Oak & New Jersey Aves.

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Hunt, Harry B., 3315 Atlantic Ave.,
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Loop, Daniel T., 1401 W. Rio Grande Ave.
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Lacy, Daniel T., 1569 Bard Ave., Sea
McGaubey, H. B., Willard Rd., Strahsneren.
McGough, Philip A., 301 E. Wisteria Rd.
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Probintion, John M., 97th St. & 2nd Ave.,

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Scull, Myrtie H., 121 West 25th Ave.

Switzer, Bernard V., 148 E. Schellenger Ave.

Tenenbaum, Howard, 277 Winduse Ave.,

Cape May.

Tenenbaum, Oucar, 3309 New Jersey Ave.

Treen, Walter H., 222 W. Fine Ave.

Wheaton, Leon A., 215 E. 3rd Ave.

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Wood, Egebert J., 115 E. Wildwood Ave.

Zeller, Dean P., 3315 New Jersey Ave.

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Battel, Paul, 3104 E. Central.
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Berger, Walter O., 215 S. 3rd
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Boldt. Ira V., 316 W. Marquette.
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Carmichael. Ken, Bon 4697, Sta. A.
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Cottnil, Fleyd. 521½, E. Central.
Day, Wiley, 1414 E. Central.
Dekinson, Goorge D., 114 S. 2nd St.
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Paut, Fusine, P.O. Box 292.
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Shirley, J. W. 2513 E. Central.
Shirley, L. T., 2514 E. Central.
Shirley, L. T., 2514 E. Central.
Sproul, Elmer C., 69 N. Fourth.
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Cox, Mrs. T. B., 1501 W. Mermod.
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KENNEDY, G. C., Clovis National Bank
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Keeter, Lekand D., 216 Park Ave., Ratson.
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Errett, H. H., P.O. Box 1662.
Gore, Mrs. Jay, Rout I, Box Sc.
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Read, John E., Laughlin Bldg.
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Batavia—See Congus
Batavia—See Long Island
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Beacon—See Dutches County
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Beacon—See Dutches County
Beacon—See Long Island
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Brewster—See Dutches County
Brightwaters—See Long Island
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Broax—See New York Board, also Broax
Broax—See New York Board, also Broax
Broax—See See Utches County
Caledonia—See Utches County
And Brooklyn
Caledonia—See Genesee County
Canadigua—See Genesee County
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Canadigua—See Watchselser County
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Garrison—See Bulfalo
Garrison—See Bulfalo
Garrison—See Columbia County
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Grant Nack—See Long Island
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Hamburg—See Columpia County
Hemlock—See Genesce Valley
Hempota—See Columpia County
Hemlock—See County
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Jackson Heightu—See Long Island, also New Yuek
Jamaica—See Long Island Conny
Jackson Heightu—See Long Island, also New Yuek
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New York—alto see Dutches County, Long Bland, Webhatter Gousty, Staten Island, Renar, and Brooking, Staten Island, Rorth Pellam—See Westchester County North Tonawands—See Tonawands
North Folkam—See Westchester County Orth Tonawands—See Long Island
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Port Canne—See Six Lawrence County
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Port Richmond—See Staten Island
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Roland—See Long Island
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Financing—Sales—Leasing Management-Appraisal

> **Business & Apartment Properties**

WELLS & BARKER, INC. 47 W. Huron St., Buffalo 2, N. Y.

Piel. Edwin A., 317 Beach Rd., Cheektowaga (21). Polino, Samuel S., 170 Claremont Ave. (22). Powalski, T. D. 366 A. Powalski, T. D., 366 Amberst St. (7).
Precore, Joseph F., 5415 Main St. (21).
Raskob, Casey W., 2994 Bailey Ave. (15).
Read, Forrest G., 162 Franklin St. (2).
Reed, Horace, Buffalo Savings Bank, 545
Main St. (2).
Reeves, Cuthbert E., 909 Liberty Bank Bidg.
(2).

(2), Rice, Fred H., 110 Pearl St. (2). Rice, Wendell E., 3904 South Park Ave., Blasdell (19). Riebel, Charles A., 70 Tremont Ave., Ken-more (17).

more (17), obson, LeGrand O., 939-941 Main St. (3), oller, Harold C. 126 Pearl St. (2), ossler, J. Guy, 1310 Hertel Ave. (16), ossler, J. Guy, 1310 Hertel Ave. (16), umsey, Dexter P., Erie County Savings Bank, 16 Niagara St. (2).

SAPERSTON, IRVING L. W., 1001 Genesee ig., (2) mann, William J., 3060 Bailey Ave.

(15). Schmid, J. Robert, 1438 Hertel Ave. (16). Schneegold, Hattie F., 25 Cheltenham Dr. (16). (16); Sciaffo, Carl F., 1208 Kensington Ave. (15), Sciaffo, Charles C., 427 Niagara St. (1), Sciaffo, Charles I., 427 Niagara St. (1), Shlickerman, Edward R., 298 Main St. (2), Shumway, Carl K., 112 Prudential Bidg. (2), Sinatra, Samuel N., 242 Hampshire St. (13), Sipprell, Raymond F., 38 Main St., Ham-

Sportell, William H., 38 Main St., Hamburg, Skoog, Evar J., Buffalo Savings Bank, 545 Main St. (3) Slaven, Raiph E., 4000 Main St. (21), Samlley, Kenneth E., 284 Main St. (5), Sommerfeit, Fred C., 1310 Genesee St. (11). Spaulding, Earle W., 376 Kensington Ave.

(15), Staeber, John N., 5429 Broadway, Lancaster, Steeg, Adolph. 1048 Genesee St. (11). Stone, Paul C., 285 Darwin Dr., Snyder

(21).
Sukernek, Paul, 612 Prudential Bldg. (2).
Sukernek, Paul, 612 Prudential Bldg. (2).
Suor, William C. T., 4361 Main St. (21).
Taylor, Rev. Nelson H., 473 Breckenridge St. (13).

(15).
Tosch, Fred P., 457 Englewood Ave. (17).
Tresidder, Reginald J., 4675 Man St. (21).
Treinger, George J., 2078 Senera St. (10).
Van Deusen, Harry H., Eric County Savings
Bank, 16 Niagara St. (2).
Van Dyke, Malcolm H., 3281 Delaware Ave.,
Kenmore (17).

Wallace, George F., 2852 Delaware Ave., Kenmore (17). Walling, Roger A., 194 Main St. (3). Walz, William M., 207 Culver Rd. (20). Ward, Clarence J., 904 Morgan Bldg. (2 WELLS, WILLIAM A., 47 West Huron

(2).
Willert, Norman L., 110 Franklin St. (2).
Willis, Thomas L., 66 Ningara St. (2).
Winkelman, Albert J., 284 Main St. (3).
Winship, Marion, 423 Brisbane Bldg. (3).
Wolff, Walter E., 1308 Liberty Bank Bldg. Wood, J. Bennett, 2747 Main St. (14)

Yeager, Frank A., 4845 Union Rd. (25) Zahm, Daniel F., Jr., 2940 Main St. (14). Zakes, Carl G., 11 Brown St., Cheektowaga (25)

Corning Real Estate Board

Active Members, 9 President: Ronald J. Wells, 121 Pine St. Secretary: Alfred W. Payne, 4 W. Market St. Bower, Mason J., 57 E. Market St. nower, Mason J., 37 E. Market St.
Callahan, Leon J., 8 F. Pulteney St.
Crandall, E. Roger, 48 E. Market St.
Lanphear, William R., 1 Corning Blvd.
Payne, Alfred W., 4 W. Market St.
Purcell, Joseph R., Corning Trust Co. Bldg.
Rice, Stuart J., 183 Princeton Ave.
West, Children E. 121 Bins. St. Wells, Clifford E., 121 Pine St.

Clinton County Real Estate Board

Active Members, 9; Others, 10.

President: Howard D. Grant, 15 Court St., Plattsburg. Secretary: Charles A. Thomas, 43 Clinton St., Plattsburg.

Carpenter, W. A., 25 Beekman St., Plattsburg. Grant, H. D., 15 Court St., Plattsburg. LaBombard, F. A., 35 Clinton St., Platts-

on & Miller, 21 Clinton St., Platts-Robinson, W. A., Inc., 28 Oak St., Platts-

burg.
Ryan, Leslie G., Lake St., Rouses Point.
Sweet, Gerald, Chary.
Thomas, H. A., 43 Clinton St., Plattsburg.
Traynor, D. A., 69 Clinton St., Plattsburg

Cohoes Real Estate Board

Active Members, 10; Others, 5. President: Fayette C. Morse, 502 Third Ave., Secretary: Arthur Lalonde, 94 Remsen St.,

Donlon, John J., 96 Remsen St., Cohoes, Hervieux, Joseph, 73 Saratoga Ave., N.S., Cohoes, Hollis, Fred, Latham, Kilduff, Albina (Miss), 99 Remsen St.,

Cohoes.
Lalonde, Arthur, 94 Bemsen St., Cohoes.
McKee, James P., 63 Remsen St., Cohoes.
Morse, Fayette C., 302 Third Ave.,
Waterviet.
Nother Char A. Oreide St. Cohoes. Waterviset, Northey, Chas. A., Oneida St., Cohoes. Robert, Gilbert H., 94 Remsen St., Cuhoes. Soden, J. Harry, 33 Remsen St., Cohoes.

Columbia County Real Estate Board, Inc.

Active Members, 12; Others, 9. President: Eugene J. Tardiff, Valatia. Secretary: Susan P. Hyland, Hillsdale. Secretary: Susan F. Hyland, Filliada Benson, Charles B., Claverack, Blinn, Bertha B., Chahlam, Boice, Lloyd J., Germantown, Hamm, Faul, Hudson, R.F.D. 1. Mett, George C., Chahlam, Shipman, Frederic C., Copake Falls, Sologob, Louis B., Copake, Tardiff, George J., Valande, Yandik, John J., Glenco Mills,

Cortland County Real Estate Board

Active Members, 14. President: Leland G. Foster, 13 Argyle Pl., Cortland. Secretary-Treasurer: Claude Culver, 116 Homer Ave., Cortland.

Bartholomew, Floyd S., 27 Lincoln Ave., Bartholomew, Floyd S., 27 Lincola Ave., Cortland.
Crandall, William G., 3 Park Place, Homer.
Crandall, William G., 3 Park Place, Homer.
Culver, Claude, Homer. Ave., Cortland.
Dickinson, Wahl. S., Argyle Place, Cortland.
Haight, Alton R., 2-6 Main St., Cortland.
Hough, Ellis, 59 Main St., Cortland.
Hough, Ellis, 59 Main St., Cortland.
Freston, Elon, 54 N. Main St., Homer.
Service, Elon, 54 N. Main St., Homer.
Cortland.
7 St., Grentand, 91 N. Grenball, St.,
Taylor, Frank, Virgil Road, Cortland.
Virght, E. D., 103 Main St., Cortland.
Virght, E. D., 104 Fearl St., Cortland.

Chenango County Real Estate Board

Active Members, 8 President: Floyd Kinch, 10 Silver St., Norwich. Secretary: Seth T. Wheat, 47 W. Main St., Bainbridge.

Burr, Edgar L., New Berlin. Craine, Leo D., Sherburne. Finkle, Bernard, Holmesville. Gallagher, Jos. H., 150 N. Broad St., Norwick Gallagher, Jos. H., 130 N. Broad St., Norwich. Gustafson, Verner. R.F.D., Guilford. Kinch, Floyd, 10 Silver St., Norwich. Miner, Floyd, Sherburne. Wheat, Seth T., 47 W. Main St., Bainbridge.

Dutchess County Realty Board

Active Members, 54; Others, 35. President: G. Walton Travis, 699 Main St., Secretary: Manley L. Behrens, 2 Cannon St., Poughkeepsie.

Applegarth, R. M., Clay Hill Rd., Staats-burg. Asciutto, Peter, 130 College Ave., Poughster, Morris H., 904 Main St., Peekskill,
Beasley, Winfield S., 3 Andrews Pl.,
Wappingers Falls.
Becker, Theodorr, Wappingers Falls.
Beckers, Maniley L., Rt., 9, Hyde Park.
Behrens, Maniley L., Rt., 9, Hyde Park.
Behrens, Maniley L., Rt., 9, Hyde Park.
Blanchard, A. W., Miller-December,
Boos. Charles, 2 Canson St., Poughkespie.
Braid, Peter, 36 Woodland Ave., Polk.
Burns, Gertrude, Stanfordville.
Case. Homer, 16 Cannon St., Poughkespie.
Bark. Homer, 16 Cannon St., Poughkespie.

Cashin, Gerald E., R.D. 2, Pok, Crispi, Francis G., 81 Market St., Pough-keepsis: Diamond, Sidney W., 2 Cannon St., Pok, Eberle, William H., P.O. Box 81, Pawling, Erhart, Ruby B., 919 Main St., Poughkeep

sie.
innerman, Charles, 4 Liberty St., Pough-keepsie.
iold, Chauncey, Smith Rd., R.D. 2,
Poughkeepsie.
iuernsy, Homer W., 236 Main St., Poughkeepsie. keepsie. Hatfield. Ernest I., 46 Cannon St., Poughkcepsie. Hatfield, Robert W., 46 Cannon St., Pok. Howell, William H., Red Oaks Mill, Pough-

Keepsie.
Kane, John. Rhinebeck.
Kendall. John R., 2 Cannon St., Pok.
Lumb, Anna Louise, 2 Catherine St., P
Lumb, Geo. J., 2 Catherine St., Pough keepsie. Mack, John E. & Sons, Inc., 234 Main St., Mack, Pok.
McLean, Ella H., McLean, Ella H., McLean, Ella H., McLean, Ella H., McLean, McTritt, Clifford H., 46 Cannon St., Fus.
Merritt, Clifford H., 46 Cannon St., Fus.
McMarket, McMar keepsie. reviews, Inc., 49 E. 53rd St., New York, Reed, Mary Ellen, 1 Hammersly Ave.,

Reid, Mary Ellen, 1 Hammersly Ave., Poughkeepsie. Rivenburgh, Florence D., 37 S. Clinton St., Rosenberg, Charles D., 55 Market St., Pough-keepsie. Rosenberg & Kahn, 4 Cannon St., Pough-keepsie. Margaret, 2 Cannon St., Posgh-Schnaars, Henry W.

keepsie.
Schnaars, Henry W., 3098 Farragut Rd.,
Brooklyn, (10).
Scofield, Ward S., 36 Fishkill Ave., Beacon.
Secore, M. Ethel, 16 Cannon St., Pough-keepsie.
Shafer, Wim. G. Agency, 2 Cannon St.,
Poughkeepsie. Poughkeepsie.
Poughkeepsie.
Leland H., 16 Cannon St., Pough-Shaw, Lesand H., 16 Cannon St., Fou Agents Milliam Henry, Holmes, N. Y. Staley, Homer K., Rhinebeck, Stout, Arthur, Rt. 82A, Stanfordville, Taube, Adele, Country Bumpkin Shop, Fishkill.
Travis, G. Walton, 699 Main St., Pough-Tavis, G. Walton, 699 Main St., Pough-

keepsie.
Turney, Loretta M., Brewster.
Van Nostrand, Arthur, Aew Hamburg, N. Y.
Walker, Howard J., E. Main St., Wappinger
Falls.

Weisberger, Herman M., 54 Academy St., Poughkeepsie. Whalen. George hkeepsie. J. George T., Franklin St., Millbrook.

Elmira Real Estate Board

Active Members, 25: Others, 3, President: Carl A. Willsey, Realty Bldg. Secretary: Donald F. Woodard, 220 E. Water St.

Secretary: Donald F. Woodard, 220 E. Water St. Adams, Charles R., 201 W. Water St. Boorom, Eugene, 98 Curren Dr. Browniow, Marchail D., (Brownlow Co.), Browniow, Marchail D., (Brownlow Co.), Butler, Edward, 611 So. Main St. Corcoran, Leonard, 137 West Gray St. Daniels, Mabel, 415 Ralph St. Daniels, Mabel, 415 Ralph St. Dir. Realty, Robinson Bide. Ent. Horse-beads, Browniow, Edwards, 1988 Lake St., Horse-beads, Browniow, 1988 Lake St., Horse-beads, Browniow, 1988 Lake St., Horse-beads, 1988 Lake St., Horse-Mortison, James, Horse-beads, Olson, Albert, St. Z. Cobbbe East, Miller, Dorothy, S., 787 Laurel St. Mishes, Harvey, Sr., 619 S. Main St., Horse-Morrison, James, Horse-beads, Olson, Albert, 312 Lake St. Toomey, Florence, 235 Walnut St. Toomey, Florence, 235 Walnut St. Tupper & Brookman, 209 Robinson Bldg. Wilbey, Carl., 205 Realty Bldg.

Essex County Real Estate Board

Active Members, 13.

President: L. Judson Morhouse, Ticonder Secretary: John M. Wilkins, Lake Placid. Secretary: John M., Whithis, Lake Flacid.
Burnell, James J., Schroon Lake.
Chappel, Charles A., Schroon Lake.
LaFlure, William R., Keeseville.
Morhouse, L., Judson, Ticonderoga.
Morrison, Hugh F., Lake Flacid Agencies,
Inc., Lake Flacid.
Mosier, Bernie, Ticonderoga.
O Brien, Cecelia, North Country Agencies,
Inc., Lake Placid.

NATIONAL REAL ESTATE AND BUILDING JOURNAL

Patterson, Arthur L. Westport, Stanley, Alfred, Hague. Thomas, Merrill L., Lake Placid. Wilkins, John M. (Wilkins Agency, Inc.). Lake Placid. Wood, Charles E., Schroon Lake.

Franklin County Real Estate Board

President: Thomas P. Ward, Hotel Saranac, Saranac Lake. Secretary: Augustus G. Palmer, Malone. Billings, Edward S., C. J. Ayres Agency. Saranac Lake. Fortune, Vera I., Tupper Lake. Goff, John B., Tupper Lake. Hickey, Patrick J., Patrick J. Hickey Agency, Tupper Lake. Tupper Lake.
Moody, Alfred A., Saranac Lake.
Moyse, Robert B., Moyse, Gilder & Fisk,
17/6 Braadway, New York City.
Nelson, George E., Tupper Lake.
Ward, Thomas P., Thomas P., Ward, Inc.
Agency, Saranac Lake.

Genesee County Real Estate Board

Active Members, 14; Others, 2. President: Buell J. Fuller, East Bethany. Secretary-Treasurer: Cyrus E. Corp, 62 Main St., Batavia.

Chapman, Theodore R., (Chapman's Real Estate Agency, Inc.), 43 Main St., Le Roy, Corp., Oyne E., (F. J. Corp & Son), 62 Main St., Batavia. Dittel & Callan, 328 W. Main St., Batavia. Fricker, August, 22 Tracy Ave., Batavia. Fricker, James J., Woolworth Bidg., Botavia. Havda, Newman L., 443 E. Main St.,

Batavia.

Morith, Charles P., West Main St. Road,
Batavia.

Mulcahy, Albert L., East Bethany. ast, George J., Elba. William B., Masonic Temple Bldg., Batavia.

Wilcox. Harris, Bergen.

Wittman, Claude W., Allegheny Rd., Corfu.

Zehler, Edward T., 48 Main St., Batavia.

Zehler, Joseph, 48 Main St., Batavia.

Genesee Valley Real Estate Board

Active Members, 8 President: Raymond T. Shafer, Honeoye. Secretary: Edward L. Coxe, Lima.

Allen, Leo M., Geneseo. Alten, Leo M., Genesco.
Coots, Ervin D., Caledonia.
Coxe, Edward L., Lima.
Larned, Harold T., Hemlock.
Shafer, Raymond T., Honcoye.
Straub, Arthur J., Livonia.
Withington, L. A., Springwater.
Youngs, Lockwood F., Genesco.

Genevo Real Estate Board

Active Members, 16; Others, 4 President: George F. Weddigen, 166 Pultney. Secretary: S. Danny Chacchia, 32 Genesee St.

Brown, Merrill, 110 Stark Ave., Penn Yan. Chacchia, Dan & Son, 52 Genesee St., Geneva. Dolby, W. B., Red Jacket Bldg., Canandalpa,
flink & Parrott, 325 Exchange St.
Guard, I.a. H., 44 Linden.
Guard, Alan H., 44 Linden.
Grard, Alan H., 44 Linden.
Kraus, Mrs. M. B., 463 Exchange St.
Long, Frank J., 419 Cattle St.
Rapalee, C. E., 110 Seneca St.
Rapalee, C. W., 110 Seneca.
Rickey, Fred S. & Son, Spring St.
Sweeney, Tho. H. & Sons, 65 Seneca.
Vermilyea, Mias M. R., 5 Seneca St.
Vermilyea, Mias M. R., 5 Seneca St.
Werdigen, Grove F. 166 Fullrey. Weddigen, George F., 166 Pultney. Wheat, H. A., Ir., 111 Castle St.

Real Estate Board

Active Members, 21; Others, 6 President: James W. Malone, 195 Ridge St. Secretary: John B. Collins, Jr., Colvin Bidg Ashe, Maurice, Warreasburg.
Bain, Harold Y., Colvin Bldg., George Beach,
Lake George.
Collins, J. Burke, Colvin Bldg.
Collins, John B., Colvin Bldg.

Duggas, John J., 117 Bay St.
Fields, Florence K., 16 Ash Ave.
Fields, Florence K., 16 Ash Ave.
Firugerald, David J., Jr., 69 Warren St.
Ginsburg, Martin A. 2 Park St.
Leavitt, Robert W., Lake George.
Malone, Jamet W., 195 Ridge St.
Montguener, Mrs. Wim. H., Chesteriwan.
Morhoune, L. Judion, Ticonderoga.
Mosier, Blander, Ticonderoga.
Parce, Frank, 19 Third St., Warrensburg,
Rogert, Tenn, 11 Ridge St.
Sheeban, Frank D., 139 Brondway Pt. Edward. Sheehan, Frank D., 199 Brondway Ft. Ed-Spaulding, George L., 32 Chester St. Walling, F. E., 116 Cak St., Hudese Falla. Woodbury, Cyrus H., Diamond Point, Lake George. Woodward, Earl, Lake Luzerne.

Herkimer County Real Estate Board

Active Members, 9
President: Justin J. B. List, 8 Union Block,
Frankfort. Secretary: Harold A. Walker, 6 Otsego St., Illon.

Ashe, Matthew E., (Rogers & Ashe, Inc.), Main St., Little Falls, N. Y. Coons, Owen, 7 N. Washington St., Mo-Main St., Litne

Main St., Litne

Donal, Oven, 7 N. Washington

Creedon, Michael, Little Falls.

Grodman, Murray, Little Falls.

Grodman, Murray, Little Falls.

Grodman, Murray, Little Falls.

Grodman, A. Kent, (McGovan & Richard
McGowan, A. Kent, (McGovan & Richard
Singer, Abraham B., 9 E. Main St., Ilion.

Walker, Harold A., (The Walker Agency),

6 Owego St., Ilion.

Ithaca Real Estate Board

Active Members, 16, President: Frank B. Howe, Sr., 109 E. State Secretary-Treasurer: Pheobe J. Moore, First Nat'l Bank Bldg.

Nat'l Bank Bidg.

Austin, E., John, 208 E. State St.
Bradley, Gene, 128 E. State St.
Bradley, Gene, 128 E. State St.
Burna, John C., First Nat'l Bank Bidg.
Drake, H., Konneth, 138 E. State St.
Howe, Frank B., Sr., 109 E. State St.
Howe, Frank B., Sr., 109 E. State St.
Howe, Frank B., Jr., 109 E. State St.
Kely, J., J., 308 E. State St.
Moore, Frank St.
Moore, Pheedo J., Room 301, First Nat'l Bank Bidg. Kimball, Peg O'Niell, 122 E, Seprea St. Moore, Pheobe J., Room 501, First Nat'l Bank Blidg. President: J. E. McKevits, 2509 Hyde Park Blyd. Rogalaky, Fred A., 121 E, Seneca St. Sharpe, George W., 214 Eddy St. Slocam, Hugh G., 126 E, Seecea St. Van DeBogart, Arthur L., Danby Road, Willseyville, N.Y.

Jamestown Real Estate Board

Active Members, 12; Others, 2. President: Carl W. Nordh, 43-44 Gokey Secretary-Treasurer: Harold H. Helms, Gokey Bldg.

Gokey Bidg.

Barkstrom, Theodore, 301 Wellman Bidg.
Butler, Mrs. Jay A., 38 Penanyivania Ave.,
Lakeweod.

Cass. Rellin F., 40 Gokey Bidg.

Cotter, Charles N., 301 Wellssan Bidg.

Gibesn, George F., Chatanqua.

Bidg.

Nichols, C. Malcolm, 301 Wellman Bidg.

Nordh, Carl W., 43 Gokey Bidg.

Osgood, Harvey M., 121 N. Main S-,

Paquin, Herman J., 21-23 Bank of Jamestown Bidg.

Nordh, Carl W., 43 Gokey Bidg.

Osgood, Harvey M., 121 N. Main S-,

Faquin, Herman J., 21-23 Bank of Jamestown Bidg.

Warren, Lucian J., 601 Wellman Bidg.

Lockport Real Estate Board

Active Members, 19; Others, 20. President: Justin J. Burns, Lox Plaza Bldg. Secretary: Reaford Swain, 390 Willow St.

Secretary: Restord Swain, 390 Willow St-Bailey, Erwin H., 120 East Ave. Bawley, Charles, Realty, Rewley Bidg. Brewer, Herbert, 52 Main St. Brewer, Howard, 557 Walnut St. Browfle, L. E., Bewley Bidg. Burns, Justin, Lon-Plana Bidg. Burns, Justin, Lon-Plana Bidg. DeLangs, James C., Bewley Bidg. Murphy, Fidelis, Palace Theatre Bidg. Remick, F. N., 48 Cottage St. Reynolds, Paul, 46 East Ave. Richelson, John, Wilson. Ringweberg, Fred A., Chiaton Bidg. Simmons, Poland H., Bewley Bidg., Rohand. Stringer, Bright Bidg. Simmons, Poland H., Bewley Bidg., Rohand. Stringer, Bright Bidg. Simmons, Rohert L., 337 High St. Washburn. Robert L., 337 High St. Washburn. Robert L., 337 High St. Wanhburn. Robert L., 337 High St. Tonawanda, N. Y.

Long Island Real Estate Board

Active Members, 438; Others. 26 President: A. Edward MacDougall, 78-27 37th Ave., Jackson Heights. Executive Secretary: Katherine McPherse 90-04 161st Street, Jamaica.

Abstelli, Phillip W., 196-34 Northern Elvel. Flushing.
Abbott, Thomas P., (Tom Abbott), 99 West Sunrise Highway, Merrick.
Ackerson, H. Ward, 45 S. Country Road, Brightwaters.
Aller, John H., (Nasau Homes, Inc.), 39 Merrick Ava., Merrick
Albanes, Vincent M., 163-18 Jamaica Ave.,

Jamaica, Alpera, Peter, 38 W. Park Ave., Long Beach, Amden, James P., J. Edward Gay, Jr., Agency, Gay Bd., East Hampton, Ashusead, Robert N., 87 Merrick Ave., Merrick

Ashmead, Robert N., 67 Merrick Ave.,
Merrick,
Atchinson, Edwin, Cavanagh & Maher, Inc.,
40-16 \$Zad St., Jackson Heights
Atkinson, Jr., O'Brien, (Breadway Affiliates,
Avidan, Dorethy E., (Hany G. Avidan), 111
W. Surrise Highway, Fresport,
Baker, Myers E., 48 Bond St., (Third S.-),
Great Neck.
Baker, Myers E., 48 Bond St., (Third S.-),
Great Neck.
Barnach, Samuel (Samuel Barasch, Inc.), 59
N. Park Ave., Rockville Gentre,
Barnach, Samuel (Samuel Barasch, Inc.), 59
N. Park Ave., Rockville Gentre,
Barnach, Samuel (Samuel Barasch, Inc.), 59
N. Park Ave., Rockville Gentre,
Bernach, William J., 247-02 Jammica Ave.,
Bellersee, George W. (Lehr & Wilhelmina
Bennett, 181 E. Main St., Huntington,
Bennot, Frederick S., 37-68 Ezhd St.,
Benson, Peter H., 2020 Hillside Ave., New
Bergan, Francis T., 233 Main St., HuntingBerger, Matthew, 145-59 Jammica Ave., In-

Berger, Matthew, 145-09 Jamaica Ave., Japergier, Mattrew, 18-0-9 jammaca, 72, 13-matos, 72, 13-matos, 72, 13-matos, 12, 13-matos Home Sites, 1nc., 421 7th Ave., New York City. Beswick, Radolph G., Morris Raally Service Corp., 2109 Mott Ave., Far Rockaway. Balla, Edward, Edwin N. Rowley, Inc., 74 Main St., Northport. L., Woodbury Road, 18-dec., 12-dec., 12-

Biddle, II, Lavengasse e., Syonet. Blaich, Ernest G., S21 Plandome Road, Manhauset. Blake, William Robert, (Blake Realty Co.), 149-07 Northern Blvd., Flushing, Block, Gustav, 414 Hempstead Turnpike, West Hempstead. Plumberg, Nathan, 176 Fulton Ave., Hemp-ticad.

West Hempstead.

West Hempstead.

Blumberg, Nathan, 176 Fulton Ave., Hempstead.

Bode, Herbert E., (Hosinger & Bode, Inc.).

Chatham-Phenix Bide., Long Island City.

Boelmer. Edward J., 284 W. Merrick Rd.,

Bollenbach, Lewis C. (Robbins & Bollenbach), 91 E. Main St., Bay Shore.

Bombard, Herb. Merrick Rd., Amity Harbor.

Bombard, Herb. Merrick Rd., Amity Harbor.

Bomsey, Ans., 333 Hempstead Turnpike, W. Hempstead.

Bounte, S., 18 W. 1-21 102ad St., Corona.

Bourke, Eugens F., Atlantic Ave. and 117th St., Richmond Hill.

St., Richmond Hill.

Frand. Edith M., (E. V. Brand & Son, Inc.), 191-22 Januaica Ave., Hollis. (7).

Breen. Richmod H., 4760 Januaica Ave., Wood-Breen, Thomas J., Merrick Rd., Copiague, Brenana, John G., 15 E. 46th St., New York.

Brewer, Howard G., (Brewer & Kennsedy), 60 E. 42ad St., New York, (17).

Brigandi, Joseph (Heights, Resily Co.), 75-20.

Roocsevil Ave., Jackson Heights.

Roocsevil Ave., Jackson Heights.

Brown, Ira (Matsual Mortzage Placement

(2). rown, Ira (Mutual Mortgage Placeme Bureau), 211-31 Jamaica Ave., Queer Village.

Bureau), 211-31 Jamaica Ave., Queens Village.

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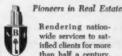
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Kow, K., (27).

K. Ave., (22).

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6th Ave., (18).
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Levis, Harold L., (Harold L. Levis Co.,
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18c.), 540 Fifth Ave., (17).
Levis, Harold L., (Harold L. Levis Co.,
18c.), 540 Fifth Ave., (17).
Levis, Harold L., (Harold L. Levis Co.,
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Levis, Harold L., (Harold L. Levis Co.,
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Lipset, Michael E., (Michael E. Lipset &
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Aws., (17).

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(16).

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Werner, Jules H., 1457 Broadway, (18).
Werner, Jules H., 1457 Broadway, (18).
White, Irving, (Chemical Bank & Trust
Co., 155 Broadway, (15).
White, Richard E., 30 Church St. (7).
White, William Alfred, 100 West 19th St., Co.), 163 Broadway, (15).

White, Richard E., 30 Church St. (7).

White William Alfred, 100 West 13th St., White William Alfred, 100 West 13th St., White William Alfred, 100 West 13th St., 270 Broadway, (7).

Proposed Co., 170 Broadway, (18).

White, Harry I., 52 Broadway (29).

Widelita, Jacob. 31 E. 42ad St. (17).

William, Clark R., Clark Wilcox Co.), 535

5th Ave., (17).

William, Oliver, 17 West 8th St.

Wilson, Beyde E. (Boyd E. Wilson & Co., Inc.), 100 Fifth Ave., (11).

Williams, Oliver, 17 West 8th St.

Wilson, Beyde E. (Boyd E. Wilson & Co., Inc.), 100 Fifth Ave., (11).

Wilson, Beyde E. (Boyd E. Wilson & Co., Inc.), 100 Fifth Ave., (11).

Wilson, Beyde E. (Boyd E. Wilson & Co., Inc.), 100 Fifth Ave., (11).

Wolfon, Broadway, (8 arber-Wittman, Inc.), 165 E. 72nd St., (21).

Wolfon, Edward R., (Stuart E. Morgan & Co., Inc.), 122 E. 46th St., (16).

Woods, Love B., (Love B., Woods & Co., Inc.), 201 W. (20th St., (27)).

Wolfon, Erwin S., 2 Park Ave., (16).

Woods, Love B., (Love B., Woods & Co., Inc.), 225

Lafayette St., (12).

Lafayette St., (12).

Lafayette St., (12).

Lager, Edward F., 1367 First Ave., (21).

Linc.), 1819 Broadway, (23).

Zieger, Edward F., 1367 First Ave., (21).

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Sign., Paul F., (Paul H., Zagat & Co., 165 Broadway, (6).

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Zinger, Paul F., (Paul H., Zagat & Co., 163 Broadway, (8).

Zinger, Paul F., (Paul H., Zagat & Co., 163 Broadway, (23).

Zinger, Paul F., (Paul H., Zagat & Co., 163 Broadway, (23).

Zinger, Paul F., (Paul H., Zagat & Co., 163 Broadway, (24).

Zinger, Paul F., (Paul H., Zagat & Co., 163 Broadway, (25).

Zinger, Paul F., (Paul H., Zagat & Co., 163 Broadway, (25).

Zinger, Paul F., (Paul H., Zagat & Co., 163 Broadway, (26).

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Zinger, Paul F., (Paul H., Zagat & Co., 201 P., 201

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burgh.

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Graland, Edward A., 161 Edgremont Rd. (20).
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(4).
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Lettar, George H., 311 Falls St.
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Lettar, 1898 St.
Herbat, George H., 311 Falls St.
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McKevitt, J. E., 2309 Hyde Park Blvd.
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Morris, Wim. T., 309 Nigagara, St.
Morris, Wim. T., 309 Nigagara, Ave.
O'Hara, T. A., 315 Gluck Bldg.
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Thomaton, Max., 1417 Main St.
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Greeno, F. L., (F. L. Greeno Co., Inc.),
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Grunert, Harold E., 31 Exchange St., (4).
Grunert, Frank, (Community Realty), 421
Powers Bidg., (4).
Halk, Docar C., 4 Cevington Rd. (17).
Hall, G. Norbert (Royal Realty Co.), 22
Columbia Ave. (8).
Hall, James R., 219 Powers Bidg., (4).
Hallperin, Leon (Lee Halperin Realty), 1995
Penfield Rd., Penfield.
Harmon, Irens, (Mrs.), 73 Marlborough
Rd., (11).
Harriso, Donald D., 16 Main St. West, (4).
Harwood, Arthur S., 74 Park Ave. (7).
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Harwood, Arthur S., 74 Park Ave. (7).
Hempel, Frank L., 22 Lauretton Rd., (9).
Henderson, A. E., 60 Penarrow Rd., (16).
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Hickson, Charles R. (Hickson Realty Co.), 165 E. Parkway (17).
Hills. Fred M. (Flower City Realty, Inc.), 707 Commerce Bidg., (4).
Hoeiner, Joseph W., 63 Elmires Rd., (12).
Howe, Parks F., (Hower-Morgan Co.), 17
South Fitzhugh, St., (4).
Howe, Carles F., (Hower-Morgan Co.), 17
Howe, Paul M., 616 E. & Bidg., (4).
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St., (11).

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Johnson, A. G., 315 Alexander St., (4).
Kane, Win. C., 22 Buffard Dr., (10).
Kartes, Walter J., 1570 Dewey Ave., (13).
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Clifford Ave. (21).
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Slade, Lester P., 923 Commerce Bidg., (4).
Space, Frank J. (Snyder Realty), 326 Ellis, Space, Frank J. (Snyder Realty), 326 Ellis, Space, Earl G., 95 Penarrow Rd., (18).
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Denmond Rd., (16).
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Streb., Norbert, 223 Powers Bidgs., (4).
Streb., Norbert, 223 Powers Bidgs., (4).
Stubbs, Samuel E., 62 St. Faul St., (4).
Suthous, Samuel E., 62 St. Faul St., (4).
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(40),
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Thoraville—See Northwestern
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Top-Gee Manni County
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Urbana—See Champaign County
Urbana—See Champaign County
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Wauseon—See Northwestern Waverly—See Southern Ohio Waynesburg—See Canton Waynesburg—See Canton Wellington—See Elyria Wellsville—See East Liverpool West Alexandria—See Preble County
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West Unity-See Northwestern
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Whitehouse-See Toledo
Whitehouse-See Lake County
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Willouriek-See Cleveland
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Falco, Paul J., 1330 N. 4th St. (1).
Felbel, Julius C., 1312 E. Broad St., (5).
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Heidorn, L. B., 2462 N. High St., (2),
Heidorn, L. B., (2),
Hendrickson, Mark C., 42 E. Gay St., (15),
Hiney, Januer M., 36 W. Gay St., (15),
Hyaell, Jenvert B. St. Gay St., (15),
Hyaell, Denver E., 1304 W. First Ave., (12),
Hyaell, Ted. 62 W. Weber Rd. Hysell, Ted. 62 W. Weber Rd.

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Irwin, Greth D., 965 W. Broad St., (8),

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Johnson, Edgar R. & E. Long St., (15),

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Room 216, (13),

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McConnell, Burr H., 2020 Sullivant Ave., Mc(1), Mc(1), Dan C., 2276 Abington Rd. (12), McDowsey, Charles J., 22 W. Gay St., (15), McBoll, James L., 2505% (Eveland Ave., (11), Messer, R. Paul, 36 W. Gay St., (13), Mccabee, William E., 1434 W. State St., (16), McCabee, Milliam E., 1434 W. State St., (16).

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Priore, Joseph V., 614 N. High St., (15).
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Rockheld, Charles, 143 N. High St., (15).
Rusk, R. E., 85 E. Gay St., (15).
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Sayer, Theodows J., 2266 W. Broad St., (4).
Scheiner, Carl L., 11 E. Gay St., (15).
Scheiner, Carl L., 11 E. Gay St., (15).
Scheiner, Carl L., 11 E. Gay St., (15).
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Shank, J. F., 2459 W. Broad St., (4).
Shank, F. F., 2459 W. Broad St., (4).
Shank, F. F., 2459 W. Broad St., (4).
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Ave., (7).
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Wester, John H., 835 Carline Ave., (10).
Westerwood Realty, 644 Brooklyn Ave., (7).
Wilder & Wilder, 4005 Far Hills Ave., (9).

Wisher Realty Co., Oscar, 1929 Purcell Ave. (10).

Ave. (10). 627 North Ave., (6).

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Worrlington, John, 934 Uplan, (10).

Wright Realty Co., Ed. O., 1111 U.S. Bidg., (2).

oder, Josse, 1250 U.B. Bldg. (2). sunce, C. W., 1048 Third Nat'l Bldg., (2). sung, Monte, 1325 W. Dorothy Lane.

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Hopkins, C. L., 120 Harding Way West, Galion.

Galion. Lee, J. G. Public Square. Metheany, A. M., 235 E. Walnut St., Galion. Richardson, Glenn, 134 S. Market St., Galion. Smith, R. B., 106 S. Market St. uer, L. F., Crestli

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Active Members, 11; Others, 9. President: Gerald Wearsch, 141 Main St., Chardon. Chardon. Secretary: Marjorie Wearsch, 141 Main St., Chardon.

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Parpart, Herbert C., Chardon.
Rafie, William, Burton.
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Wearsch, Gerald, 1414 Main St., Chardon.

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Xenia.
Heathman, E. H., 125 W. Second St., Xenia.
Long, C. F., N. Limestone St., Jamestowa.
Marshall, Dallas, 129 E. Main St., Xenia.
Neff. Mrs. Miriam B., 200 W. Main St.,
Fairborn.

Fairborn,
Pidgeon, Oscar L., 136 Hill St., Xenia.
Pidgeon, Ralph, 136 Hill St., Xenia.
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Kehierenback, Mable C., 401 W. Main,
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Schneider, Vera T., 17½ E. Main St.,
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Hart, Marie L., 501 Rentschier Bidg.
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Fitch, A. W., New London.

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Durey, Thane M., 22 North St. Clair St.,
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niller, F. L., L. Sh. Rlvd., Willoughby, rty, Melvin E., 33000 Vine St., Wil-Kitzmiller, F. L., L. Sh. Ried., Willoughby, Lafferty, Melvin E., 33000 Vine St., Wil-loughby. Lino, Nick, Harrison Road, Wickliffe, Ludwig, M. J., 102 Main St., Paineswille, Margatish, John, 1201 Johnnycake Ridge, Mentor. Mento.
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Gornuch, Frank L., 431 W. Wheeling St.
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Balas, Steve, 2399 Brondway.
Bracken, H. E., 106 Sixth St.
Conley, J. W., 700 Brondway.
Cornellus/syddD2M I., 4 Ave., Amherst.
Blamman, G. I., 180 Park Ave., Amherst.
Blamman, G. I., 180 Park Ave., Amherst.
King, Henry G., 356 Brondway.
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Neiding, E. C., 336 Brondway.
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Zier, Geo. B., 105 Stath 54.

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Daniels, A. S., 127 E. Church St.

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Dennison, L. L., R. F. D. No. 7.

Drake, H. P., 333 N. Staise.

Granger, A. W., 306 W. Center St.

Haas, Carl, 109 N. Main St.

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Irey, H. G., 281 Kensington Place.

Kelber Harry F., 1894, W. Center.

Karlow, James, 322 Silver.

Lewis Reality, The, 197 W. Center.

Marion Farm & Home Sales, 228 E. Center

St.

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ckants Bldg.

Beck, B. B. McClymonds Bldg.

Blocher, K. M., 709 Obio-Merchants Bldg.

Blocher, K. M., 709 Obio-Merchants Bldg.

Cornell, Ralph, First National Bldg.

Criswell, Harvey, McClymonds Bldg.

Doolittle, W. M., First Savings & Loan Bldg.

Krichhofer, M. P. L., McClymonds Bldg.

Keebler, Wm., 219 North Ave. N.E.

Wyers, Chas. A., 211 Bh St. S.W.

Putman, Jon. A., 507 Obio-Merchants Bldg.

Rockledge Realty Co., 59 First St. S. E.

Williams Agency, 619 Obio-Merchants Bldg.

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Main St., Wadresch.

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Bater, R. H., Wadsworth.

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Crum, C. M., Lodi.

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County, B. D., Madsworth.

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Koons, F. D., Medina.

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Nelf, David W., Wadsworth.

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Powe, Van. Clarke, 628 Ridge Ave., Troy.
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Fraud Bidg.
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Brewer, W. J., 258 Lafayette St.
Butt, Arthur. 706 Stanley St.
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Crist, C. G., 606 First National Bank Bidg.
Duff, Thomas F., 1917 Lamberton St.
Finkelman, Dave. 1215 Central Ave.
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Finkelman, Sel. A. 32 8. Main St.
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Hoover, Glenn, 1809 Jefferson St.
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Miller, Clenn L., 316 S. Main St.
Kitchen, S. H., 284 American Trust Bidg.
Miller, Clenn L., 316 S. Main St.
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Evans, George, Utica.
Foster, Walter, Thoraville.
Foster, Walter, Thoraville.
Horton, B. O., 406 Newark Trust Bldg.
Howard, P. M., 20 W. Church St.
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Miller, John D., 301 Newark Trust Bldg.
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Schauweker, A. C., 100 Newark Trust Bldg.
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Brownwell, Geo. E., 131 N, Main St.,
Bryan.
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Cunningham, Style Perry St., Napoleon.
Genuit, Paul J., Morcy Bidg., Napoleon.
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Hallett, Lawrence J., Chicago Pike & S.
Main St., Swanton.
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Main St., Swanton.
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Defiance.
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Mack. J. Howard. [21 Clinton St., Defiance,
Paten, Leonard F., State Bank Bidg.,
Perren. Chas. T., 118 Columbus St., Hicks-

Patten, Leonard F., State Bank Bldg., Defiance. Pierce, Chas. T., 118 Columbus St., Hicks-ville.

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Port Clinton.

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Lucas, Robert B., 101% S. Front St., Fre-

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Springs. Vinton, Paul, 324 S. Clover St., Fremont.

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Secretary: Bob Wilbur, Getz Block No. 6, Kent. Kent.

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Craig, S. B., 9 Riddle Block, Ravenna.
Elliott, J. R., 447 S. Chestnut St., Ravenna.
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Gleason, Lavina B., R. D. J. New Milford.
Graven, Buell, 108 N. Water St., Kent.
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Lehman, Simone, 281 Fourth St.
Loft, Ralph J., 1719 Highland Ave.
Long, D. J., Route S, Portsmouth.
McClurg, Wm., 3840 Gallia St.
McCow, J. M., 432 Masonic Temple Bidg.
Miller, O. E., 3350 Galia St., New Boston.

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Duke, Glen C., 103 N. Barron St., Eaton.
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Hamilton. K. E., West Alexandria.
Hilleary, C. E., Lewisburg.
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Long, William J., 623 Reese St., Sandusky.
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Kah, Ralph C., 120 N. Main St.,
Kanael, Roger, R.R. 5, Sidney,
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Clayton, John W., 101 Burt Bldg.
Schafer, Wm. H., 515 M & M Bldg.
Smith, Riley, Arcus Bldg.
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Arnold, John K., 3528 Monros St., (6).
Aubry, Thos. S., 218 Superior St., (4).
Ault, James W., 310 St. Clair St., (4). Natl., James W., 30 St. Caisr St., (9).
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Dennis, Jay C., Whitehouse,
Docrach, W. C., 320 Colton Bldg., (2),
Draper, Glen C., 4229 Monroe (6),
Dunbar, Roger G., 3810 Upton (13),
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41. Holder, Louis, 30 Fronte Lain, Blog., 41. Miller, Roy B., 600 Gardner Bidg., (4). Minneker, Lawrence B., 603 Edison Bldg., (4).

(4).

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Moor, Winthron H., 520 Ontario St., (2).

Morris, Robert T., 2261 Charlestown Ave.,

(13).

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Murnen, Ray A., 202 Nicholas Bldg. (4).

Murnen, Bay A., 202 Nicholas Bidg. (4).
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Plattke, A. E., 3402 Beverly (9).
Pope, Wm. H., 2024 Sylvania Ave. (13).
Powers, Edward C., 663 Spitzer Bidg., (4).
Raddatt, Henry D., 618 Security Bidg., (4).
Raddatt, Henry D., 618 Security Bidg., (4).
Raddatt, Henry D., 618 Security Bidg., (4).
Raddatt, Bat. E., 618 Madhem Awe., (4).
Reuben, Zale A., 618 Madhem Awe., (4).
Richardsen, Judd., 310 Gardner Bidg., (4).

Toledo, Ohio

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(6). Twiss, Amos B., 3935 Willys Pkwy. (12). VanGunten, W. C., 1842 Sylvania Ave. (13). Weber, Clarence E., 5235 Sylvania (13). Weilaau, Alfred E., 1838 W. Central Ave., (6). Whelam, John C., 657 Spitzer Bidg., (4). Williams, Floyd A., 405 Commerce Bidg., (4). Wynocker, L. E., Waterville, O. Zeman, Jack R., 422 Conant, Maumee, Zuleger, W. C., 401 Commerce Bidg., (4).

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Hism, Phillip.
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Porter, Moy, Washington Court House.
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Lynn, W. E., 418 Tod Awe. S.W.
Marton, George J., 203 Franklin Bidg.
Matetich, John, 357 Maryland, N. W.
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Market, Porter, Ann. Irio Descher, 120 E. Market. R., 4 Voit Bidg., 120 E. Market. Ryther, Harold A., 139 S. Park Ave. Scott, James H., 316 Bonnie Bras Ave. Scott, James H., 316 Bonnie Bras Ave. Stephens, C. E., 106 High St. Stephens, C. E., 106 High St. Stephens, C. E., 106 High St. Voit Thomas, E. F., Mahoning Ave. Eat., N.W. Thompson, Josephine, 434 Vins N. E. Totten, Kenneth, 124 High N. E. Totten, Kenneth, 125 High N. E. Totten, Kenneth, 126 Geoff Youngstown Rd., S.E. W. 132 Belvedere, S. E. Wareham, Rolland N., 2805 Youngstown Rd., S.E. Whsale, Francis W., 132 Belvedere, S. E. Zamerelli, Frank, 3143 E. Market St.

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Weise Bldg.
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Tate. Dale C., 1244/4 W. Main St.
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Hoss, Joe. 220 East 1st.
Hopkins, Glen H., Foster Bidg.
Jones, Bill W., 3214, S. Jonestone Ave.
Kayler, Charone, Box 285.
Lauman, Grant I., 28 Burlingame Bidg., Bos.
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Lyon, Emmet G., 1224/c W. Blackwell Ave.
Masters, Mrs. William H., 401 W. Blackwell
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Ave.

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Goeving, Chancey, Hall Briscoe Bidg,
Link, A. C., Jr., 111/5, N. 4th St.
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Pool, Clark, Oklahoma National Bank Bidg.

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Gallaway, H. C., 16 S. 8eh St.
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Lebo, R. W., 8051, Willia Ave.
March, R. L., 825 Main St.
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Saluts, Frank N., 1114 Jefferson Ave.
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Johnson, Ray G., 410 Broadway Tower,
Kurz, Thee, Knox Bidg,
McCaleb, Roy, Knox Bidg,
McCaleb, Roy, Knox Bidg,
McSaele, A., Knox Bidg,
Messer, Mins Evely, Memer & Bowers, 1st
Munger, G. E., 10th Floor Broadway Tower.
Philbrick, Robert, Knox Bidg,
Porter, C. V. 310 N. Independence.
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Ruth, A.P., Lis Narl Bank Bidg.
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Active Members, 9. President: C. F. Rush, P.O. Box 463. Secretary-Treasurer: Roy Kneeland, Box 42.

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Guymon (Individual Member) Glisson, V. H., 506 E. Third St.

Hominy (Individual Member) Comer. J. H. (J. H. Comer Insurance Agency), P.O. Box 188.

Kingfisher (Individual Member) Moore, George E., 3101/2 N. Main St.

Lewton Real Estate Board

Active Members, 28; Others, 14, President: Clare E. Morford, Koehler Blilg. Secretary: Lonnie L. Latham, 228 Koehler Bidg.

Secretary: Lonnie L. Latham, 228 Kochler Bilde.

Allen, F. Jack, Koehler Bidg., Rm. 233.

Babbitt, Ray, 413 D Ave.

Botkin, Clark L., Box 810.

Brown, Regisald C., c/o Security Bank.

Cook, H. P., 4127/ C St.

Kenney, John, 4227/ D St.

Kenney, John, 4227/ D St.

Kenney, John, 4227/ D St.

Killer, Harry T., 528 D St.

Moriord, Clare E., Koehler Bidg.

Moriord, Clare E., Koehler Bidg.

Russell, Recoc. L., 407/ D St.

Schott, Dera, 403 Euclid.

Smith, Walter M., 530 D St.

Stephens, Carl., c/o Stephens Addition.

Williamson, Robert, City Nat'l Bank Bidg.

Worthes, Ed., 528 D St.

Young, Charley, 1802 Liberty St.

McAlester Real Estate Board

Active Members, 8; Others, 4. President: A. B. Ringland, 103½ N. First St. Secretary: Mrs. Fowla Cochran, 202½ E. Choctaw Ave.

Cherry, George C., 201 W. Grand Ave, Cochran, James D., 2025; E. Chectaw Ave. Hall, George, 1085; E. Chectaw Ave. Michie, J. E., Gill Bldg. Parsons, H. D., 110 N. 3rd St. Rineland, A. B., 1005; N. First St. Wallace, Chapis, 205 E. Chectaw Ave.

Miami Real Estate Board

Active Members, 11. President: Frank H. Fergus, 309 First Nat'l Bank Bldg. Secretary-Treasurer: F. D. Pelsue, 307 First Nat'l Bank Bldg.

Anderson, Wayne, Agency, Mining Exchange Bldg. Bedell, Leon. Mining Exchange Bldg. Beville, Roy F., Tidwell Bldg.

Daniels, J. F., 28½ S. Main St. Eversole, Don B., Mining Exchange Bldg. Fergus, Frank H., 309 First Nat'l Bank Bldg. Bidg.
Follin, George A., 10 E. Centrel.
Paine, George, 16 St. S.E.,
Pelsus, F. D., 307 First Nat'l. Bidg.
Puryear. H. D., 28½ S. Main St.
Taylor, J. H., The Mabon Bldg.

Muskogee Real Estate Board

Active Members, 28; Others, 40. President: Ralph King, Manhattan Bldg. Secretary: L. B. Creekmore, Surety Bldg.

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Servetary; L. B. Creekanner, Saraty Bidg.
Anthia, Earl G., Metropolitan Bidg.
Battery-Park Realty Co., Metropolitan Bidg.
Brooks, Ralph P., 522 Equity Bidg.
Brooks, Ralph P., 522 Equity Bidg.
Brooks, Ralph P., 522 Equity Bidg.
Grechmore, L. B., 208 Surety Bidg.
Grechmore, E., 632 Equity Bidg.
Glimore, E. G., 522 Equity Bidg.
Hartts, Fred R., 663 Barnes Bidg.
Hart, J. A., 258 Wall St.
Hurt, J. A., 258 Wall St.
Jackson, U. L. & Son, Surety Bidg.
Jackson, U. L. & Son, Surety Bidg.
Sing Realty Co., 602 Manhattan Bidg.
Maytubby, E. B., 402 Wall St.
McCaffrey-Perrot Agency, 303 Commercial
Nat'l Bidg.
Mitchell, Sam H., Surety Bidg.
Nichols, William, 211-15 Surety, Bidg.
Pierce, Claude J., 709 W. Broadway,
Sampoon, Month, 115 N. Third St.
Schobeld, S. O., 517-18 Commercial Nat'l Bidg.
Pierce, Claude J., 709 W. Broadway,
Sampoon, Month, 115 N. Third St.
Schobeld, S. O., 517-18 Commercial Nat'l

Schooled, S. O., 517-18 Commercial Nat'l Schofield, S. O., 517-18 Commercial Nat'l Bildg. Smath, Harry, 425 Commercial Nat'l Bildg. Stith, J. O., 509 Commercial Nat'l Bildg. Temple, John A., 214 Barnes Bildg.

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Barbour Bob. 323 E. Monies St.
Bryon. Rob. 324 E. Monies St.
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Bryon. Rob. 326 E. Monie St.
Bryon. Rob. 326 E. Monie St.
Dunham, J. A. Ciry Nat'l Bank Bldg.
Eurton. Claude, 128/9; E. Main St.
Dunham, J. A. Ciry Nat'l Bank Bldg.
Foreman, Frank, 112 S. Peters St.
Hetherington, Clauk. City Nat'l Bank Bldg.
James. Vern. 102 E. Main St.
Jones, V. E. 211½; E. Main St.
Norie, Robert, 102 E. Main St.
Norie, Robert, 102 E. Main St.
Svank, Jim, 106 South Blvd.
Tarter, Goorge, Box. 562.
Todd, J. C., 421 S. Porter St.
West, S. E., 112 South Boulevard,
Woods, Cecil, 300 W. Main St.

Oklahoma City Real Estate Board

Active Members, 195; Others, 213 President: Rubert J. Dwyer, 1123 Cravens Bidg. Secretary-Treasurer: Bensie K. Hendrick, 307 Cravens Bidg. (2).

Alexander, J. D., 125 N. Harvey. Askew, J. Flovd, 505 Gravens Bldg. Atkinson, W. P. (Bill), P.O. Box 5656, Mid-Atkinson, W. P. (Bill), P.O. Box 2020, and west City. Baber, Walter, 1814 Petroleum Bldg. Bassett, G. N. (Bud), 509 Local Bldg. Bieser, Ozer, 201 Petroleum Bldg. Black, O. R. (Riley), 814 Leonhardt Bldg.

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Bower, Nell Donnell, 2829 N. W. 25th St.
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Bower, Nell Donnell, 2829 N. W. 25th St.
Bover, Nell Donnell, 2829 N. W. 25th St.
Bover, Nell Golden, St. St. St.
Bover, Charles, L. W. 25th St.
Bover, Charles, H. 422 Barrance Bidg.
Brand, C. Harole, 530 First Nat'l Bidg.
Brown, Charles H., 492 Barrance Bidg.
Brown, Charles H., 492 Barrance Bidg.
Brown, Windred H., 2325 N. W. 26th St.
Burton, James E., 313 Faranif Bidg.
Burton, S. P., 303 Kerr-McGee Bidg.
Burton, S. P., 303 Kerr-McGee Bidg.
Burton, S. P., 303 Kerr-McGee Bidg.
Burton, S. P., 301 Cala Bidg.
Callaway, Jack, 3010 Clauses Bivd.
Castrell, H. R. 202 Local Bidg.
Castron, Russell E., 4412 North Western.
Clark, Edw., 407 N. F. 14th St.
Classen, Mrs. Elia D., 301 Terminal Bidg.
Cochran, Bert C., 510 N. W. 26th St.
Cock, E. H., 803 Cravens Bidg.
Cox, E. H., 803 C eSpain, Thomas M., N.W. 2191 a... Western. ilbeck, V. D., 616 Air Depot Dr., Midwest

DeSpain, Thomas M., N.W. 21st and Western.

Western.

Dilbeck, V. D., 615 Air Depot Dr., Midwest Downing, Vernem L., 200 N.W., 23rd St. Downing, Forrest P., 2005 N.W., 23rd St. Downing, Vernem L., 200 David Bidg.

Dubour, Mrs. Ratph R., 2308 N.W., 19th St. Dubour, 19th St. Enger, 19th St. Dubour, 19th St. Enger, 19th St. S., 19th St. L., 24rd St. Enger, 19th St. S., 19th St. S., 23rd St. Enger, 19th St. S., 19th St. S., 19th St. Broadway, 19th St. Engel, 19th St. Broadway, 19th St. Garvett, Henry J., 716 City Nat'l Bidg. Ger, R. R., 418 S. W. 36th M. Midwest City, Gill, Win, Sr., 101 First Nat'l Bidg. Grand, Engel, 19th St. Hamilton, George, 1133 N.W., 10th St.

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Rupert, Mildred J., 2316 N.W. 17th St.
Samson, Rajby V., 630 N.W. 17th St.
Samson, Rajby V., 630 N.W. 17th St.
Schneider, Herman C., 256 Brazill Bldg.
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Schneider, Herman C., 256 Brazill Bldg.
Schears, Roscoe H., 1307 First Nat'l Bldg.
Shearer, Helen, 3021 S. Shields.
Shetton, Don. 700 S.W. 45th St.
Shina, H. C., 124 N. Broadway,
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Stokes, Jol P., 251 Petroleum Bldg.
Swiggert, Guy, 172 N. W., 23rd St.
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Swiggert, Guy, 172 N. W., 300 Apoc Tower.
Taylor, Tom G., 1025 N. W., 34th St.
Todd, B. W., 3120 Classen Blvd.
Tully, J. W., 600 N. Harvey,
Walte, Govern W., 1013 Crawas Bldg.
Warr, C. B., 315 N. Hayvey.
White, Robert H., 519 S. Douglas, Midwest
City.
Whiteen, Rever C. 2024 N. W., 2nd St.
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Hardin, E. G., 669 W. Grand Ave.
Hatcher, Marvin S., 1st Nat'l Bank Bldg,
Box 767,
Hardin, Myron K., 214½, East Grand, Box
Horton, Orville, 201½, E. Grand Ave.
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Hands, Sylvan A. 244% East Canad Ave, McClurkin, J. A. 302½ E. Grand Ave, McClurkin, J. A. 302½ E. Grand Ave, Miller, Luther, 204½ E. Grand Ave, Miller, Luther, 204½ E. Grand Ave, Miller, Luther, 204½ E. Grand Ave, Petty, Gay L., Highland & Third, Riesen, H. 302 E. Grand, Ave, Sifferd, Ralph, 322½ E. Grand Ave, Sifferd, Ralph, 322½ E. Grand Ave, Sonder, E. 3105, E. Grand Ave, Vannest, George, 214½ E. Grand Ave, Vannest, George, 214½ E. Grand Ave.

Pryor (Individual Member) Wilkerson, J. C., 230 E. Main St.

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Active Members, 4 President: J. L. Fife, 204 East Broadway. Secretary: F. L. Killingsworth, 135 Main St Estes, J. G., 125 Second St., Seminole. Fife, J. L., 204 E. Broadway. Killingsworth, Frank, 135 N. Main. Smith, Dom, 1st Nat'l Bldg.

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Bldg. Ensert A. 208 N. Minnesota.

Cowaning. Carl, 118 North Brendway.

Dunaway, Taylor, 110 N. Brandway.

Easley, R. E., 109 North Bell.

Gouldy, W. C., (Malbury-Gouldy Agency),

Federal Nat'l Bldg.

Hickst, E. R., Masonic Bldg.

Hickst, Eugene D., 423-27 Masonic Temple.

Hunter, Alfred F., Ferroleum Bldg.

James, Harry C., (Will Kor) James Co.).

McKinnis, Geo. B., (First Fed. Savings &

Losn Assn.), 118 N. Broadway.

Mohrbacker, Carl Ellis Bldg.

Walker, Glendon H., Petroleum Bldg.

Okmulgee Real Estate Board

Active Members, 6

President: Ben G. Harned, 104 S. Morton Secretary: Grady Thompson, 109 E. 7th. Allen, John, McCullough Bldg. Harned, Ben G., 104 S. Morton. LAMBERT, E. C., 207 W. 7th. Neville, Earl B., McCullough Bldg. Sessions, Addison, 111 N. Grand. Thompson, Grady, 109 E. 7th.

Ponca City Real Estate Board

Active Members, 25. President: R. A. Capshaw, 201½ E. Grand. Secretary: Mrs. Reata A. Hudson, 109½ E. Grand Ave.

Blackburn, Bill, 819 S. 5th. Brierly, R. E., 110% E. Grand.

Stillwater Real Estate Board

Active Members, 18; Others, 9 President: W. B. Murphy, 116 W. 8th Ave. Secretary-Treasurer: J. L. Preston, 7201/2 Main St.

Main St. Main St. Main St. Main St. Main St. Miller, Sid H., 113 W. 7th Ave. Marphy, St. Miller, Sid H., 113 W. 7th Ave. Marphy, St. Miller, Sid H., 114 West Sth. Carter, John L., 508 West. Doty, V. A., 113 E. 7th Ave. Honor, George A., 513 W. 7th Ave. Friedemann, Karl E., Hoke Bldg. Coodenough, S. H., 401 W. 9th Ave. Marphall, W. J., 109% W. 7th Ave. Miller, Fets, 149% Main St. Miller, Sid H., 113 W. 7th Ave. Miller, Sid H., 113 W. 7th Ave. Miller, Sid H., 113 W. 7th Ave. Miller, Sid H., 115 W. 7th Ave. Miller, Sid R., 116 W. 8th Ave. Smith, C. Ray, 616 Main St. Smith, C. Ray, 616 Main St. Smith, C. Ray, 616 Main St. Whipple, O. C., Hoke Bldg.

Sulphur (Individual Member)

Wommack, Ross B., 1024 W. Broadway.

Tulsa Real Estate Board

Active Members, 111; Others, 108. President: Roy Deaton, 302 South Boulder Secretary: Mrs. Lois M. Scott, 1324 Hunt Bldg. (3).

Secretary: Mrs. Lois M. Scott, 1524 Hunt Bidg. (3).

Adams, Robert W., 116 E. 5th St. Anderson, Elmer, 2918 E. 15th St. Anderson, C. L., 4107 E. 11th.

Barham, M. B., 113 W. 376.

Beard, Lynn H., 356 Court Arcade Bidg.

Benedict, Geraid, 422 Kitt Bidg.

Benedict, Geraid, 422 Kitt Bidg.

Blackford, C. L., 729 McBirney Bidg.

Block, Floyd E., 2 E. 15th Nat'l Bidg.

Branif, Pall C., 120 First Nat'l Bidg.

Branif, Pall C., 120 First Nat'l Bidg.

Branif, Pall C., 120 First Nat'l Bidg.

Bruce, Claves F., 429-430 Mayo Bidg.

Bruce, Claves F., 429-430 Mayo Bidg.

Bruce, Roy, 1319 Hunt Bidg.

Bruce, Bruce, Lives Bruce, 100 Bidg.

Bruce, Bruce, 100 Kennech Bidg.

Chandles-Frater Co., 615 S. Main.

Crouch, May Louise, 1948 S. Evanston.

330 McBirney Bidg.

Connett. Don. L., 820 S. Main.

Crouch, Davisson, Mulhall (Kenneth.

Crouch, Davisson, Mulhall (Kenneth.

Crouch, 180 First Nat'l Bidg.

Crowley, Ben H., 512 S. Cheyenne.

Crowley, Ben H., 512 S. Cheyenne.
Darnell, Ralph M., 104 Beacon Bidg.
Davenport Investment Co., 200 Thompson
Bidg.
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Bidg.
Deaton, Roy, Bon 1425, 502 S. Boulder.
Dening Investment Co. (Wm. C. Friman),
1326 Hunt Bidg.
DeVilbias, Josephine, 3011 S. Peoria.
Duckworth, Mrs. L. A., 2506 E. 13th Place.
Dulaney, Mrs. Marte, 1407 S. Kichmond. Eagle, Darold, 207 Tuloma Bldg. Edwards, Paul. 309 Mayo Bldg. Eskew, Jack. 2619 E. 15th St. Farmer & Duran, 243 Kennedy Bldg.

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First Natl. Bank & Trust Co., 1st Nat'l Bldr.
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Gilmore, W. M., 1712 E. 15th St.
Gilmore, W. M., 1712 E. 15th St.
Gilas, William B., 424 Rite Bldr.,
Grant, T. G., 329 McBirner Bldg.
Haines, Joe F., 313 McBirner Bldg.
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Hearry, W. J., 1620 S. Tretto.
Herrington, Donald L., 1417 E.
Heggins, Mabelle F., 289 E. Josh St.
Heggins, Mabelle F., 289 E. Josh St.
Eakin, 23 E. 3rd, 190 B. Oxford.
Hoot, Mrs. Florence B., 305 World Bldg.
Huthes, Jones & Russell, 440 Thempoon
Bldg.

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Jaguers, Dan. 2434 E. 15th St.
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Johnson Everett S., Jr., Tulas Federal
Savings & Loan Assn., 408 S. Boulder.
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Wore, John H., 2011 Hunt Bidg,
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Mudd, Vernon L., 4214 S. Peoria,
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Murdock, Fred H., 206A Daniel Bidg,
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Potts, Cianton G., 502 W. 7th.
Patter, D. H., 18 N. Lewis.
Potts, Cianton G., 502 W. 7th.
Patter, B. H., 18 N. Lewis.
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Patter, B. H., 18 N. Lewis.
Potts, Cianton G., 502 W. 7th.
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Potts, Cianton G., 18 M. Lewis.
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Reynoids, Waste, 947 Tilleron Bidg.
Robertson, Mrs. Rusy R., 2504 E. 1st St.
Sand Springs Townsite Co., (A. H. Burgess).
Sand Springs, Oklas.
Santh May D. Lewis.
Simpson, Estelle, 1220 S. Knoaville.
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Sanith Brus. Abstract & Title Co., 9 W. 6th
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Stevenson, C. M., 422 Wright Bidg.
Stevenson, W. C. M., 422 Wright Bidg.
Stevenson, W. C. M., 422 Wright Bidg.
Thomas, Chas. D., 231 Beacon Bidg.
Thomas, Chas. D., 231 Beacon Bidg.
Tomm, L. E., 2316 S. Harvard Goart.
Tulas Federal Sav. & Loan Assn., (Liee C. Ingle), 408 S. Boulder.
Tulks Federal Sav. & Loan Assn., (Lee R. Mitchell), 15 W. 4th St.
Tulks Well, Mark Bidg.
Tulks Mr. Saille, 1202 N. Main.
Wall, Mrs. Saille, 1202 N. Main.
Weldy, Kester, 966 World Bids.
West, Sam., 1643 E. 15th St.
WHITEMIDE & WHITEMIDE, 21 W. 4th St.
WHITEMIDE & WHITEMIDE, 21 W. 4th St.
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Arganbright, Bill, Rialto Bldg., Alva. Arganbright, H. S., Rialto Bldg., Alva. Deusinger, Jennie, Box 571, Alva. Easterly, Ben, Rialto Bldg., Alva. Easterly, Phil, Rialto Bldg., Alva. Fisher, Fred, Waynoka. Kutz, Orval.

Woodward Real Estate Board

Active Members, 11. President: R. E. Outhier, 1001 Main Secretary: Joe Figley, 1020 10th.

Ellis, O. E., 913 Main. Enlow, Wm., 818½ Main St. Figley, J. M., (Figley & Sals), 1029 10th St. Gaston, Ralph, 1013 9th.

Goetzinger, George, E24 Main. Knierihm, H. N., Buffalo. Karn, M. M., Shattuck. Lowrey, George S. & Co., 1020 9th St. Outhier, Robt., 1001 Main St. Stark, F. C., 8244/ Main. Wilborn, J. C., 1001 Main.

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Caryonville—See Douglas County
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Cloverdals—See Tillamook County
Cornelius—See Washington County
Cornelius—See Cone County
Cove—See Union-Wallowa County DeLake—See Lincoln County
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Hood River—See Dalles & Wasco County
Jacksonville—See Medford

LaGrande-Union-Wallowa County. Leaburg-See Eugene Lebanon-See Santiam

Lecanon—See Santiam
Manzanita—See Tillameok County
McMianville—See Yambill County
McMillwaukis—See Clackamus County.
Molaila—See Clackamus County.
Myrile Creek—See Douglas County
Myrile Point—See Cos County
Myrile Point—See Cos County Newport—See Lincoln County Neskowin—See Lincoln County Newberg—See Yamhill County North Bend—See Coos County Oak Grove-See Clackamus County.
Oakland-See Douglas County.
Ocean Lake-See Lincoln County
Oregon City-See Portland, also Clackamus
County

County
Oswego — See Portland, also Clackamus
County
Pandlary County
Penditon—See Umatilla County
Portland—See Washington County
Portland—See Deschuse Co.
Redmond—See Deschuse Recelipor—See County
Recelipor—See County
Roque River—See Grant Pass
Rossburg—See Douglas County

Roseburg—See Douglas County Sandy—See Clackamus County. Seaside—See Asteria, Portland Scio—See Albany. Sherwood—See Washington County. Springfield—See Eugene Stanfield—See Umatilla County Sweet Home—See Santiam Taft-See Lincoln County
Tigard-See Portland
Teledo-See Lincoln County Union-See Union-Wallowa County Vancouver-See Portland Waldport—See Lincoln County Wecoma—SeeLincoln County. Woodburn—See Salem Yachats—See Lincoln Cour.ty.

Albany Realty Board

Active Members, 11; Others, 22. President: Flavin Drushella, 904 E. First Ave. scretary-Treasurer: Miss Duris Loennig, P.O. Box 317.

P.O. Box 317.

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Braly, J. Fred, 220 W. 1st St.
Causbie, 1eff, 223 W. 1st St.
Chrisman, Lloyd, 201 E. First Ave.
Chrisman, Lloyd, 201 E. First Ave.
Robe, H. K., 218 W. 3rd.
Shelton, Roy, Sci., 336 E. First St.
Salortinge, J. W., 336 E. First St.
Smith, Herbert E., 123 W. 1st Ave.
Smith, Herbert E., 123 W. 1st Ave.
Tripp, Rodney W., 256 W. First Ave.

Ashland

Realty Board Active Members, 11; Others, 1. President: Walter Redford, 38 E. Main. Secretary & Treasurer: V. D. Miller, 136 E. Main St.

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Miller, V. D., 136 E. Main. Moore, H. L., 74 N. Main. Pinkerton, H. A., 42 E. Main. Pitts, C. A., 70 E. Main. Redford, Walter, 36 E. Main. Reed, John E., 519½, Siskiyou Whited, Fred, Clover Lane.

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President: Ragnor Johnson, 410 Commercial

Secretary: C. Evelyn, 438 Commercial. Secretary: C. Evelyn, 438 Commercial.

Edinon, E. T., 10th & Commercial.

Evelyn, C., Z. McCain.

Fearcy, E. G., Sr., Speararth Bldg.

Furney, Lao A., 338 33rd St.

Furney, Thereas, 338 33rd St.

Gibtoo, Chas. F., 367 Commercial.

Johnson, Ragnor, 410 Commercial.

Laughlin, C. W., 116 12th St.

Manion, Wm. R., 290 S. Holladay Dr., Seaside.

Manion, vinc. s., side.
side.
Nelson, Walter H., 204 Astor Bldg.
Rieth, Carl, 165 11th St.
Rieth, Floyd, Jr., 165 11th St.
Stratton, Verne, 116 12th St.
Washbond, E. N., 6th St., Gearhart.

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Active Members, 10; Others, 5 President: E. R. Curfmon, Baker Hotel. Secretary: Doris Lounnig, Baker State Bank Bldg.

mag.
Anderson, Margaret, Antier's Hotel.
Anderson, Fhilo H., Antier's Hotel.
Cloud, Carl. 1904 Main St.
Coles, Levi C., 2818 Broadway.
Coles, Levi C., 2818 Broadway.
Frisbie, R. C., 1915 Washington St.
McCord, O.H.P., Somsaer Bidg.
McEwen, Ralph B., Antler's Hotel.
Oliver, Francos, Haines.
Smith, Jewe, 2800 Second St.

Brookings (Individual Member) Lesmeister, Peter J., P.O. Box 256,

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Battleson, B. W., Camby,
Battleson, B. W., Camby,
Borman, John, 211 6th St., Oregon City,
Borman, John, 211 6th St., Oregon City,
Bergis, Ellen R., Rolling Hills Farms,
Onsegon

Ford, Bernard M., Box 55, Oak Grove. Graham, M. M., 220 Molalia Ave., Oreg City. Holland, Mrs. Frances O., Vinnton Apts.. Omego: Ireland, Reade M., 217 7th St., Oregon City. Kronberg, R. A., 1015 Main St., Milwaukie. Latourette, C. Edward, 3 Wall St., Oregon City. City, Mills, Floyd P. H., 9 First State Bank Bldg., Milwaukie. Murphy, Paul F., S.W. Pacific Hwy., Ouvego.

Ampley, road F. Ave. Parase trevy.

Petstel, A. C., Sandy Land Ce., Sandy. Rasmuseen, John, Canby.
Rasmuseen, John, Canby.
Richart, Jack, Gladstone.
Roley, William J., 1007 7th St., Oregon City.
Roley, William J., 1007 7th St., Oregon City.
Roley, Walliam J., 1007 1th St., Oregon City.
Thomas, Charles F., Gladstone.
Van Antwerp, Wan. D., 3066 Oak St., Milwantie.
Walling, Ben. "A" Ave., Oswego.
Vica, George. 619 th St., Oregon City.
Wilson, L. Eatl, Brightween

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Active Members, 28. President: A. E. Merrill, 183 W. Anderson, Coos Bay. Secretary-Treasurer: Basil Meindi, 307 Com-mercial, Coos Bay.

mercaat, Coos Bay.

Barton, J. S., 1st Natl. Bank Bldg..

Coquille.

Bartich, Lelia M., 790 S. 2nd St., Coos Bay.

Bartich, Lelia M., 790 S. 2nd St., Coos Bay.

Coggins, Bichard, 734 Newmark St.,

Cox, Leonard W., 720 S. Bdwy., Coos Bay.

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Diehl, John C., Reedport.

Dunn, W. W., 183 W. Anderson, Coos Bay.

Fittpatrick, Joe, 1966 Sherman Ave., North

Bend.

Fletcher, H. L., 143 N. 5th St., Coss Bay. Hankins, Vern W., 1055 Virginia Ave. Hankins, Vern W., 1055 Virginia Ave. North Bend. Horere, John C., 512 Spruce St., Myrtie Peint. Linklater, F. W., 146 W. Central Ave., Coss Bay. Little, C. W., 362 W. 1st St., Coquille. McKee, J. F., 1035 Virginia Ave., North Bend.

McKee, J. F., 1053 Virginia Ave., North Bend. Meindl, Bail, 307 Commercial, Cose Bay. Merrill, A. E., 183 W. Anderson, Cose Bay. Merrill, A. E., 184 W. Anderson, Cose Bay. Mille, W. L., 322 N. Broadway, Cose Bay. Nol., M. L., 1969 Sherma Ave. North Bend. Cerding, George E., 100F Bidg., Coquille, Reeven, George F., 100F Bidg., Coquille, Reeven, George F., 205 Bidw., Cose Bay. Roberts, E. C., 512 Beruce St., Myrtle Point. Russell, Alma P., Gold Boach. Russell, Elimer, 708 Virginia Ave., North Band.

Bend. Shriver, Irwin D., 1951 Sherman Ave., North Bend. Smith, Gay H., Hall Bidg., Coop Bay. Stotts, C. G., Ella Bidg., Coop Bay. Van Aukon, Warren S., 560 W. 2nd, Coquille.

Corvallis **Realty Board**

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N. 3rd.

Bates, Clarence C., 215 Jefferson St.

Banes, Paul P., 215 Jefferson St.

Banes, Paul P., 215 Jefferson St.

Bakel, C. G., Benton Host Bidg.

Carnon, William H., Monn-Lone.

Dunn, Burton, 290 Lincoln Lane.

Dunn, Burton, 290 Lincoln Lane.

Crant, Frank, % 1st Fed. Sav. & Lonn Assn.

Herman Realty, Ray, Benton Co. Bk. Bidg.

Heas, C. R., 4th & Maddieno Sts.

Jeisser, J. Alfred, 59, Title & Trust Co.

Ectarwell, K. G. 153, Lincoln St.

Largewell, C. G. 153, Lincoln St.

Mariner, C. E., 118 S. 4th.

Parker, W. Quy, 215 Monree St.

Racicliff, Harvey, Gaestin-Time Bidg.

Roberts, Harvell, L., 118 S. 4th. St.

White, C. R., 215 Jefferson.

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Active Members, 12; Others, 6. President: Lee Stewart, 410½ E. Second St., The Dalles Secretary: Victor G. Peterson, 314 E. Third St., The Dalles.

St., The Dalles.

Booth, Farwell B., 444 E. 2nd St.,

The Dalles. A., 310 Court St., The Dalles.
Craton, O. L., Hall Bidg., Hood River.
Darnesille, W. F., 116 E. 2nd St., The Dalles.
Elwood, D. S., 469 Washington St., The
Dalles.
Fitzgerald, E. C., 1010 E. 7th St., The Dalles.
Greene, H. E., County Court House,
The Dalles.
The Dalles.
Kargi, F. J., 469 Washington St., The Dalles.
Kargi, F. J., 499 Washington St., The Dalles.
Kargi, F. J., 499 Washington St., The Dalles.
Peterson, Vic G., 514 E. Third St.,
The Dalles.
Stewart, Lee, 410½ E. 2nd St., The Dalles.

Deschutes County

Realty Board
Active Members, 18; Others, 4. President: Ted S. Holliday, 1030 Bond. Secretary-Treasurer: Decethy L. Holliday, 1030 Bond St., Bend.

1000 Bond St., Bend.
Bucham, E. M., 1003 Brooks St., Bend.
Bucham, E. M., 1003 Brooks St., Bendmenter, Bonnie, Princetille.
Butter, Bonnie, Princetille.
Butter, Bonnie, Princetille.
St., Redmand.
Davis, Jack, Rm. I Penney Bidg., Bend.
Davis, Jack, Rm. I Penney Bidg., Bend.
Forbes, Anne M., 36 Oregon Ave., Bund.
Forbes, Anne M., 36 Oregon Ave., Bund.
Holliday, Devodby, 1000 Bond St., Bend.
Lindh, Carl. J., U. S. Nat'l. Bank Bidg.,
Bend.
McKay, Clyds M., 500 Wall St., Bend.
Peoples, Don H., U. S. Nat'l. Bank Bidg.,
Bend.
Bend.
Bend.
Bend.
Standsraft, St., Bend.
Schmitt, Herman H., Princeville.
Schmitt, Herman H., Princeville.
Statter, E. O., O'Kane Bidg., Bend.

Douglas County Realty Board

Active Members, 19

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Briggs, C. S. P.O. Box 208. Roseburg.
Dent, Joseph W. Geseburg Realty Co.),
L'impua Hotel Lobby, Roseburg.
L'impua Hotel Lobby, Roseburg.
Hicks, L. B., Grand Hotel Lebby, Roseburg.
Housley, I. M., 115 W. Cass St., Roseburg.
Housley, L. M., 115 W. Cass St., Roseburg.
Housley, L. M., 115 W. Cass St., Roseburg.
Kelley, Henry, C., Gen. Del., Oakland.
Lebburg. Faul, 856 S. Stepheas, Roseburg.
Lebburg. A., 418 N., Jackson St.,
Roseburg.
Appendix St., Roseburg.

Roseburg.

1cAnency, L. P., 202 W. Cass St., Roseburg.

1cstick, Richard, Canyouville.

1crains, Wm. A., 124 W. Cass St., Roseburg.

1crain, Peter B., 1634 N. Stephens St.,

Roseburg.

Roseburg.
Short, Stanley, 114 W. Lane St., Roseburg.
Short, Stanley, 114 W. Lane St., Roseburg.
Wiley. Earl, Rose Hotel Bidg., Roseburg.
Wiley, Gladys, Rose Hotel Bidg., Roseburg.
Winston, K. R., Myrtle Creek.
Young. Roy O., 205 W. Cass, Roseburg.

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Bernett, F. M., 239 E. Broadway.
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Blythe, Harvey, 23 E. Broadway.
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Butler, Warren, Ardel Bldg.
Campbell, Dan, 1060 High.
Campbell, Dan, 1060 High.
Campbell, Lenn, 1060 High.
Campbell, Paul, 1060 High.
Campbell, Faul, 1060 High.
Campbell, Campbell, Lenn, 1060 High.
Campbell, Can, 1060 H Davenport, B. C., Tiffany Bldg. Davis, Robt, W., 691 Willamette. Douglas, B. H., 494 W. 11th. Engel, D. C., 641 Main St., Springfield, Evans, Cordelia, Tiffany Bldg. Fegles, E. A., 992 Willamette. French, J. C., 80 W. 10th. remen. J. C., 80 W. 10th.
Gilmore, Otis V., 1219 Alder St.
Greenup, W. C., 30 W. Eighth.
Gross, Eilen, M., 96 E. Broadway.
Gross, Wendell A., 96 E. Broadway.
Hall, Nelle A., 1127 W. 114.
Hansen, L. H., 1337 Hilyard.
Harris, E. L., 85 W. Broadway.
Hecketsweller, O. J., 412 Main St., Spring-field.

field.

Hilles, John A., 96 E. Broadway.

Hilton, Harvey L., 119 E. Broadway.

Hyde, C. J., 628 Willamette.

1 96 E. Broadway. kynet, U. J., 628 Willamette.
Kinney, Frank L., 96 E. Broadway.
Knight, Will, 828 Olive K.
Kok, D. C., 950 Oak St.
Lake, Ralph, 992 Willamette.
Lawrence, E. E., 361 Willamette.
Linden, Victor, W. 7th & Blair.
Maxfield, R. L., 918 C. L. Lawrence, E. E., 861 Willamette, Lindeen, Victor, W. 7th & Blair. Masfield, R. L., 938 Charnelton, McCracken, Isabel, 895 Mb, Springfield, McColly, R. A., 755 Willamette, McColly, R. A., 752 Willamette, McColly, R. A., 752 Willamette, McColly, R. A., 758 Willamette, McColly, R. A., 758 Charnelton, R. A., 758 Charnelton, Rodman, J. A., Jr., 938 Charnelton, Rodman, J. A., Jr., 938 Charnelton, Rodman, J. A., Jr., 938 Charnelton, Rugh, Loyal R., 16 E. Broadway, Rugh, Ramey W., 208 Willamette, Sears, Walter F., Oakway Rd. Stelley, R. S., 16 E. Broadway, Stark, Rughw, R., 45 W. 11th, Stevenson, R. N., 1656 W. 11th, Stevenson, R. N., 1656 W. 11th, Stuart, Rob. W., 1685 Willamette, Swang, C. B., 628 Willamette, Swang

Florence (Individual Member) Graden, Chas. L.

Taylor, Hap, Leaburg. Urev. Clarence, 938 Charnelton

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Yockey, R. F., 828 Olive St. Zimmerman, Ersel, 641 Main, Springfield.

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Hill, Harry, Roque, River, Hollen, Golmel Ted., Rouge River, Ore.
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Jackson, Roy, F., 712-A. 5. 6th St.
Orden, G. 200 S. 6th St.
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O'Gara, Katherine, 740 S. 6th St.
Palmer, Platts P., Pacific Highway, S.
Shepherd, Orcar M., 314 S. 6th St.
Waterman, E. E., 710 S. 6th St.
West, "Cap," Pacific Hwy. South.

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Jordan, D. C., Broadway and E. Washington St., Box 391

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Secretary-Tressurer: D. J. Brett, 1127 Mair St.

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Beard, Orve E., 1120 Main St.
Bowman, M. A., Merrill,
Chilcote, E. M., 111 N. 9th St.
Chilcote, E. M., 111 N. 9th St.
Chilcote, Wm. E., 111 N. 9th St.
Chilcote, Wm. E., 111 N. 9th St.
Chilcote, Property St.
Dale, R. C., 724 Pine St.
Danatz, R. R., 123 N. 8th St.
Dunbar, R. H., 130 S. 5th St.
Experson, A. 6. 8th Main St.
Dunbar, R. H., 130 S. 5th St.
Copperson, A. 6. 8th Main St.
Comperty, Rosie, 1020 Main St.
Johnson, Mark Raymond, 3223 S. 6th St.
Lolenge, Al, 111 S. 8th St.
Nelson, Newton B., 1951 S. 6th St.
Richardson, Etta A., 116 S. 1th St.
Sabo, Coral J., 73 Fine St.
Sabo, Stephen, 73 Fine St.
Sabo, Stephen, 73 Fine St.
Schmerk, A. W., 317 Main St.
Stewart, Nail, 119 S. 6th St.
Watters, T. B., 107 S., 7th St.
Watters, T. B., 107 S., 7th St.
Watters, T. B., 107 S., 7th St.
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Wright, R. E., 1127 Main St.

Lakeview (individual Member) Favell, E. G. (Favell-Utley Realty Co.), Box 1071

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Secretary & Treasurer: C. K. C. Raird, Paul, Depoe Bay, Baitchelder, James L., Wecoma, Butther, E. W., Wecoma, Butther, E. W., Wecoma, Christensen, L. M., Yachats, Collier, D. R., Toledo, Crosno, C. K., Toledo, Dart, L. H., Taft, Downs, Guy R., Neskowin, Gordan, H., Ocean Lake, Graham, Wim. L., Delake, Hodgson, J. R., Newport, Johnson, Axel, Waldport, Olson, L. J., Newport, Rodman Realty Co., Newport, Schneider, J. J., Newport, Rodman Realty Co., Newport. Schneider, J. J., Newport. Sellwood, H. E., Newport, Title and Trust, Toledo. Waldport Realty Co., Waldport. Westran, C. A., Taft. Wood, Wm., Depoe Bay.

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Secretary: Mary B. Maass, 304 S. Ivy, Medford:
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Brown, Harold, 128 E. Main.
Bradford, E. J., 141 S. Central.
Chez, Joseph, S. N. Riverside.
Goldin, J. C., 1104 W. Main.
Bradford, E. J., 141 S. Central.
Collin, J. C., 1104 W. Main.
Cramer, M. A., 128 N. Bartlett.
Fidler, Lyall C., Grand Hotel Blür.
Goldy, Mark. Goldy Blür.
Herried, Don E., 44 N. Riverside.
Herried, Don E., 44 N. Riverside.
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Kellow, Leslie I., Jackson Hotel Blür.
Kanball, G. A., 206 Galit. St. Jacksonville.
Long, Harry L., 13 S. Front.
Maass, Mary B., 304 S. J. Kriverside.
Martin, H. O., 425 E. Main.
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Fickell, D. L., 16 S. Bartlett.
Plymeiser, H. J., 844 S. Riverside.
Ray, Charles, 25 N. Try
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Blount, W. K., 401 S. W. Stark St., (4).

Bonne, Larry W. St., (13).

Bonne, St., (13).

Bonne, St., (13).

Bonte, Sydney W., 202 Weatherly Blég., (14).

Boots, Sydney W., 202 Weatherly Blég., (14).

Boots, Sydney W., 202 Weatherly Blég., (14).

Boots, Sydney W., 202 Weatherly Blég., (14).

Bowen, Earl E., (201 S.E. Sobh Ave. (15).

Bowlen, Gibson, 1914 N. E. 42nd, (13).

Brieze, Earl S., (201 S. W. 46th Ave., (4).

Brown, Brensman A., 610 N. E. 31st., (12).

Brown, Barry W., 421 S. W. 4th Ave., (4).

Brown, Brensman A., 610 N. E. 31st., (12).

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Campbel, Merle G., 627 Corbett Bidg., (4).

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Carlone, John P., 2037 N. F. Broadway, (5).

Carres, Hazel M., 1429 S. W. 14th Ave., (1).

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Chennut, Lillian V., 5007 N. Williams Ave.,
(11).

Chesnut, Lillian V., 300.

(11).

City Realty Co., 425 Corbett Bidg., (4).

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Contac & Kohlman, Loyalty Bidg. (4).
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Cooler-Rinchart Co. (Charles H. Derrie).
225 S.W. Brandway (3).
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(20).

(covell, Geo, M., 5115 S. E. Foster Rd., (6).

(cos, Mary L., 1937 N. W. Johnson, (9).

(caltree, Dorcas Co., \$220 N. E. Broadway, (12);

(critchisw, Kay, 32 N. E. 28th Ave., (15).

(crow. George F. of Paris Bidg., 2007).

(cov.)

(cov.)

(cov.)

(cov.)

(cov.) (5). Curry, Kathryn, 6637 N. Greeley (17).

Curry, Kathrya, 6637 N. Greeley (17).
Dayl, Edgar J., 214 Postal Bidg., (4).
Davis, Estella, 305 McKay Bidg., (4).
Davis, James S., 1229 N. Killingsworth (11).
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Active Members, 25: Others, 25. President: Homer Walts, 1905 Pacific Ave. W., Forest Grove. Secretary-Treasurer: Harold F. Meyer, 1930 Council St., Forest Grove. Bowen, W. S., P.O. Box 1234, Sherwood. Briggs, Earl S., 6021 S. W. Scholls Ferry Rd., Portland, (19).

Bump, Kenneth A., (Diehl & Bump), 1930 Council St., Forest Grove. Crockwell, Larry, 8828 S.W. Caryon Rd., Portland. arrin, H. W., 134 Main St., Hillsbero. Davis, Leon S., 227 E. Washington, Hillaboro, Davis, Florence, 7504 S.W. Broadmoor Terrace, Portland (1).
Griffith, E. A., (Griffith & Meeke), 131 S. 2ad Ave, Hillsbero.
Hughes, Lester S., 1903 Main St., Forest Grove. Hughes, Lester S., 1903 Main St., Forest Ide, Russel S., (Ide & Brauer), 316 E. Main St., Hilbboro. Keehn, E. C., 2228 N. Main St., Forest LeCrone, Rolle, Cornelius. McMahna, J. J., 73 Breadway, Beaverton. Grave, J., 238 S. 2nd St., Hillbboro. Grave, J., 238 S. 2nd St., Hillbboro. Poulin, A. J., 881 S. W. Canyon Rd. Beaverton. Schramet, John, 1905 21st Ave., N. W., Seabold, Jack N., dla Harry M. Seabold & Sons, 337 E. Main St., Hillbboro. Smith, Robert H., 195 S., 2nd Ave., Hillbboro. Smith, Robert H., 195 S., 2nd Ave., Hillbboro. Hillsboro. Snyder, Mrs. Dellie G., Box 227, Aloha. Thomas, N. L., 235 N. E. Canyon Rd., Beaverton.
Waltz, Homer H., 1905 Pacific Ave., Forest Grove. Weed, Thurlow, Canyon Rd. at Walker,

Yamhill County Realty Board Active Members, 16.

President: Harlan Wilcox, 323 N. Davis St., McMinnville. McMinnville, ecretary: J. L. Pottenger, Box 267, McMinnville.

Brechtel, Grace (Gearin Real Estate), Newberg. berg. Cramer, N. A., 231 N. Baker St., McMinnville. Gearin, Ruth (Gearin Real Estate), Newberg. Harris, Wm. P., 323 N. Davis St., McMinnville.
Hostetler, W. W., 217 N. Baker St.,
McMinnville.
Hutchcroft, Fred W., 217 N. Baker St.,
McMinnville.

Jorgensen, Julia, 132 S. Baker St., McMinn-

Knight, C. L., 454 First St., McMinnville. Knight, Mrs. Thelma C., 454 First St., McMinnville. Livengood, Dorothy (Gearin Real Estate), Newberg.

Torbet, H. W., Amity. Terry, Clarence (Miner's Realty Co.), Lafayette.

Wilcox, Harlan, 323 N. Davis St., McMinnville. Wilson, Hallie, 217 N. Baker St., McMinnville. Withers, J. A., 231 Baker St., McMinnville.

PENNSYLVANIA

PENNSYLVANIA

Abington—See East Montgomery, Philadelphia
Aldan—See Delaware County
Aliquippa—See Beaver County
Aliquippa—See Beaver County
Aliquippa—See Beaver County
Aliquippa—See Beaver County
Ardmore—See Main Line, also Philadelphia
Aspiswall—See Pittburgh
Bala-Cynwyd—See Main Line
Beangor—See Hain Line
Beangor—See Easton
Beaver Palls—See Beaver County
Ben Avon—See Pittburgh
Benderyvills—See Monongshela Valley
Benderyvills—See Main Line
Bloomsburgh—See Glumbia—Montour
Braddock—See Main Line
Britol—See Bucks County
Britol—See Bucks County
Brookills—See Delaware County
Brookills—See Delaware County
Bryn Mawr—See Main Line, Philadelphia
Buckingham—See Bucks County
Cannoburg—See Washington
Cannoburg—See Washington
Cannoburg—See Washington Burnham—See Lewiston
Canonburg—See Washington
Carbondale—See Scranton
Carlisle—See Harrisburg
Carmichael—See Uniontown
Carnegie—See Pittsburg
Caste Shannon—See Pittsburgh
Castes Shannon—See Pittsburgh
Catassaquas—See Allentown
Charleroi—See Monongahela Valley
Cheltenham—See East Montgomery County, Charteru Cheitenham—See East Montgomery Philadelphia Clarks Green—See Scranton Clarks Green—See Scranton Clarks Green—See Scranton Clarks Green—See Mandalla Clarks Green—See Mandalla Clarks Green—See Tri-County Cochranton—See Meadville Collingdals—See Delaware County Columbia—See Lancaster Connelliville—See Uniontonwa Conshohocken—See Norristown

Coraopolis—See Pittsburgh Cornwells Heights—See Bucks County Cresson—See Altoona Creydon—See Bucks County Crum Lynne—See Chester Cynwyd—See Main Line nwyd-See Main Line
nuville—See Columbia-Montour
arby—See Delaware County
noora—See Monongahela Valley
nwaingtown—See Chester County
yelstom—See Burks County
rexel Hill—See Delaware County
rexel Hill—See Philadelphia
ubois—See Tri-County
umnore—See Sernation hubois—see Scranton
laston—See Allentown
faston—See Allentown
fast Landowne—See Delaware County
E. McKeesport—See Pittuburch
East Montgomery—See Misin Line
East Montgomery—See Pittuburgh
East Stroudsburg—See Monroe County
Eddington—See Bucks County
Eddington—See Bucks County
Eddington—See Bucks County
Edwardsville—See Wilkes-Barre
Elkins Park—See East Montgomery Cor
Elkins Park—See East Montgomery Cor
Elwood City—See Pittuburgh
Eaumain—See Allentown

— Vulkage—See Norristown ry County Fairview Village—See Norristown
Farrell—See Shensango Valley
Fernwood—See Delaware County
Fleetwood—See Reading
Flourtown—See Philadelphia, East Mons-Flourtown—See Philadelphia, gomery County Folsom—See Chester Freedom—See Beaver County Freedom—See Batver County
Germantown-See Philadelphia
Gilbertuville—See Norristown
Gladwyne—See Main Line
Glen Mills—See Delaware County
Glenoiden—See Delaware County
Habor Greek—See Erie
Harborro—See Delaware County
Harbor Greek—See Erie
Harborro—See Main Line, also Philadelphia
Haverford—See Main Line, also Philadelphia
Homestead—See Pittuburgh
County
Hyde Park—See Reading
Ingomar—See Pittuburgh Ingomar—See Pittsburgh Ingram—See Pittsburgh Ivyland—See Bucks County Jenkintown—See E. Montgomery County, also Philadelphia Johnstown—See Cambria County Johnstown—See Cameria County Kennett Square—See Chester County Kensington—See Pittsburgh Kingaton—See Wilkes-Barre Kittanning—See Pittsburgh Kulpmont—See Northumberland County Kulztown—See Reading Wyomissing—See Reading Yearlon—See Delaware County Kutztown—See Reading
Lahaska—See Bucks County
Langhorne—See Bucks County
Langhorne—See Bucks County
Landhorne—See Delaware
Landdale—See Central No. Pennsylvania
Landdale—See Delaware County, also PhilLarchmont—See Delaware County
Lemoyae—See Harrisburg
Lewisburg—See Northumberland
Lignoire—See Pittsburgh
Liscoin Park—See Reading
Listorich—See Delaware County Lincoln Park—See Reading
Linerch—See Delaware County
Malvera—See Chester County
Maron—See Chester County
Maron—See Pittsburgh
Maron—See Pittsburgh
McAton—See Greater Hasleton
McKees Rocks—See Pittsburgh
Mcken Rocks—See Pittsburgh
Mchanicaburg—See Harriaburg
Merina—See Balaware County
Milvale—See Pittsburgh
Mildan—See Baver County
Millon—See Baver County
Milvale—See Pittsburgh
Milon—See Baver County
Milvale—See Portswille
Monaca—See Baver County
Milvale—See Portswille
Monaca—See Baver County
Milvale—See Main Line, also Philadelphia
Monaca—See Baver County
Milvale—See Main Line, also Philadelphia
Mc Carmel—See Main Line, also Philadelphia
New Brighton—See Baver County
Mt. Penn—See Reathurgh
New Mildan—See Baver County
Mt. Penn—See Reathurgh
New Mt. Carmel—See Re Narberth—See Main Line, also Philadelphin
New Brighton—See Bawer County, Pittsburgh
New Brighton—See Bawer County
New Britts—See Bawer County
New Britts—See Bucks County
New Hope—See Bucks County
New Kensington—See Pittburgh
Newton—Sucare—See Delaware County
Newton Square—See Delaware County
Norristowa—See East Montgomery, Philadelphia
North East—See Erie
North Hills—See E. Montgomery County
North Hills—See E. Montgomery County
North Hills—See E. Montgomery County
North Hills—See E. Montgomery
North Hills—See E. Montgomery
North Hills—See Pittburgh, also Delaware
Oli City—See Franklin-Oil City—Titurville
Oil City—See Franklin-Oil City—Titurville
Oil City—See Franklin-Oil City—Titurville
Oil City—See Chester County
Palmyra—See Scranton
Daford—See Chester County
Phylandelphia—See Guester County
Phylandelphia—See Greater Wilke—Barre
NATIONAL Real

Pittsburgh—See Butler County Point Carbon—See Pottsville Portland—See Easton Pottstown—See Norristown Prospect Park—See Delaware (Philadelphia Portlands—See Easton
Postere Park—See Delaware County.
Prospect Park—See Delaware County.
Philadelphis See Tri-County
Quakertown—See Backs County
Quarryill—See Lancaster
Ridgeway—See Tri-County
Roxborough—See Pankster
Ridgeway—See Tri-County
Roxborough—See Philadelphis
Royersford—See Norristown
Russellton—See Pittsburgh
Russellton—See Pittsburgh
Russellton—See Pittsburgh
Russellton—See Pittsburgh
Sewickley—See Pittsburgh
Sewickley—See Pittsburgh
Shamohin—See Rowrisumberland
Seliengrove—See Rorthumberland
Seliengrove—See Rorthumberland
Seliengrove—See Rorthumberland
Seliengrove—See Rorthumberland
Seliengrove—See Rorthumberland
Seliengrove—See Rorthumberland
Sewickley—See Pittsburgh
Shamohin—See Reading
Shamohin—See Reading
Shamohin—See Reading
Shamohin—See Chester County
Spring City—See Chester County
Spring City—See Chester County
Spring City—See Chester County
Summertown—See Northumberland
Swarthmore—See Delaware County
Swarthmore—See Delaware County
Swarthmore—See Delaware County
Swarthmore—See Delaware Sounty
Swarthmore—See Delaware County
Swarthmore—See Delaware County
Swarthmore—See Delaware County
Warthmore—See Pittsburgh
Titusville—See Pittsburgh
Warrendale—See Pittsburgh
Warrendale—See Pittsburgh
Warrendale—See Bucks County
Valencia—See Bucks County
West Haaleton—See Greater Haileton
West Reading—See Reading
White Oak Heights—See Pittsburgh
Warrendale—See Chester County
Willow Grove—See East Montgomery
Woodlys—See East Montgomery County
Wymonion—See Reading
Yendon—See Delaware County re County

Allentown **Real Estate Board**

Active Members, 62; Others, 34. President: Joseph T. Herrity, 527 Linden St. Secretary: Raymond C. Geiger, 445 Linden St.

Bender, Edward C., 824 Hamilton St. Bender, Harry G., 45 N., 10th St. Bender, Harry G., 45 N., 10th St. Bitter, E., 1969, 1961, 1971 Pa.. Canouse, John H., 1144 Hamilton St. Clark, John H., 1031 Turner St. Connors, Edwin, 842 Hamilton St. Cutshall, Naomi A., 629 Turner St. Cutshall, Richard, 629 Turner St. Cuthall, Naomi A., 629 Turner St.
Cuthall, Richard 6.95 Turner St.
Donald, Edward R., 247 N. 13th St.
Eddy, Albert J., 46 S. 10th St.
Felegy, Michael, 424 Ridge Ave.
Fetzer, Myron J., 2006 Green St.
Fetzer, Grand J., 2006 Green St.
Fibler, John L., 1948 Chew St.
Fredt, Fighman A., 607 S. 5th St.
Fretz, Paul D., 222 N. 4th St., Emmany
Griger, Raymond C., 445 Linden St.
Geiger, Russel J., 445 Linden St.
Grammers, Lester A., 209 N. 7th St.,



LEE R. KAHLER

1122 Hamilton Street

Allentown, Pa.

Chain Stores and Industrial Appraisal - Management

Henninger, Quin A., 457 Linden St. Henninger, Thomas R., 457 Linden St. Henninger, Thomas R., 457 Linden St. Henrity, Joseph T., 525 Linden St. Lococa, Nicola, 465 Linden St. St. Lococa, 165 Linden St. Kaster, John G., 241 N., 74b St. KSSTER, EARL S., 519 Linden St. KSSTER, EARL S., 519 Linden St. Kenake, William H., 120 N. 8th St. Ecoma, Edwin H., 146 Front St., Catass Pa.

Lares & Son, G. W., 121 N. 9th St. Laubach, H. H., Coment Nat'l. Bank Bidg., Laubach, H. H., Cement Nat'l. Bank Bid Northampton. Lewis, Theodore, 10 S. Front St., Easton. Lexhenbach, Bert A., 1924 Union Bivd. Lexhenbach, Bert A., 1924 Union Bivd. Lexhenbach, Bert A., 1924 Union Bivd. Newman, Monroe F. 23 S. 3th St. O'Brien, Clarker, 508 Hamilton St. O'Brien, Clarker, 508 Hamilton St. O'Brien, Clarker W., 1312 Hanover Ave. Portuch, Maxwell, 23 S. 3th St. Freid, Morris J., 423 Commonwealth Bidg. Raymond, Leaber Y., 37 N. 8th St. Raismith, Gerald J., 398 Hamilton St. Hamilton St. Hamilton St. Manufacture A. B. e. B. long... Hamilton St. L. A. B. e. B. long... Hamilton H. 253 Walnut St. Seng. Harry, 247 N. 13th St. Sohland, Alfred, 716 Chew St. Tice. Howard, 60 N. 2nd., Easton. Vargo, Frank G., 527 Hamilton St. Vogel, George Y., 527 N. 19th St. Vogel, Newman I., 1104 Hamilton St. Vogel, Newman I., 1104 Hamilton St. Wiesser, Michael M., 112 N. 7th St. Williams, Robert R., 2301 Walnut St.

EARL S. KESTER

Sales - Rentals **Property Management** Appraisals - Mortgages Builder

519 Linden Street ALLENTOWN, PA.

Altoona Real Estate Board

Active Members, 19; Others, 16 President: William K. Parsons, 1107 12th Ave. Secretary: Kendall B. Mattern, Central Trust Bidg., Altoona.

Basler, E. A., Altoona Trust Bldg.
Bloom, C. D., 1501 13th Ave.
Blorand, L. W., Fenelec Bldg.
Cassidy, A. Boyd.
Faris, Faul H., Co., Inc., 1201 12th Ave.
HILL, JOHN, 1308 12th Ave.
Kilcoyne, John, & Sons, 1105 13th St.
Leopold, L. E., 1207 13th Ave.
McCorraich, R. J., 1506 11th Ave.

JOHN HILL REAL ESTATE

RESIDENTIAL, COMMERCIAL, INDUSTRIAL, RURAL

PARSONS AGENCY Realtors

SALES - RENTALS PROPERTY MANAGEMENT APPRAISALS

Established 1918 1107 - 12th Avenue ALTOONA, PA.

McDowell, E. F., & Robert F., Central Trust Bidg. McKillip, H. C., 322 Allegheny St., Holli-daysburg. McVeys, Inc., 1108 13th St. Morgan-Martin Co., Central Trust Bidg. PARSONS, T. CHESTER, 1107 12th Ave. Seeds, John S., 1115 11th St. Seidel, Ed, 835 Seventh St. Sheedy, Gerald P., 1330 12th Ave. Washington, Paul, Cresson.

Beaver County Board of Realtors

Active Members, 27. President: Frederick D. Senior, 1607 3rd St., New Brighton. New Brighton. ocretary: Wilbert Basinger, 744 Midland Ave., Midland.

Basinger, Wilbert, 744 Midland Ave., Midland. Midland. ovard-Anderson Agency, (Adams Anderson), 617 3rd St., Beaver.

cain, Lee B., 594 3rd Ave., Freedom. Cameron, Walter S., 340 Franklin Ave., Aliquippa. Coates, John M., 1213 7th Ave., Beaver Falls.

Flanigan, D. R., 3315 Fifth Ave., Beaver Falls.

Falls.

Garvin, Robert F., 682 3rd St., Beaver.

Glover, M. R., 3315 5th Ave., Beaver Falls.

Henderson, Paul M., P.O., Box 70, Aliquippa.

Kirk, H. E., Beaver Frant Bidg., Beaver.

Lewis, Chester A., 3201 College Ave., Beaver.

Falls.

Leyds, Earl R., 1415 7th Ave., Beaver Falls.

Lindsay, C. Stuart, 1308 Penn Ave., Monaca.

Locke, O. H., 1231 Penna. Ave., Monaca.

Locke, D. H., 1231 Penna. Ave., Monaca.

Locke, O. H., 1231 Penna. Ave., Mid-land.

iand. Miller, William J., 318 9th St., Monaca. Patton, Lester S., 2208 McLean St., Aliquippa.
Piper, W. W., (Piper & Zuberbuhler), Benson Bidg., Beaver Falls.

son Bidg., Beaver Falls.
Reeves Co., John T., (Thomas R. Coates, Sr.), 1213 fth Ave., Beaver Falls.
Ruffaer, J. A. C., (Ruffaer & Moore), 384
Franklin Ave., Alquippa.
Senior, Freder, kliquippa.
Senior, Freder, kliquippa.
Senior, Freder, kliquippa.
Senior, Freder, kliquippa.
Stammelbach, Albert E., 413 3rd 51., Beaver.

Stammelbach, Albert z., Beaver. Strouts, James S., 458 3rd St., Beaver. Cilbert, 1236 Pennsylvania Trumpeter, Gilbert, 1236 Pennsylvania Ave., Monaca.

Urda, John L., (Chas. Kristerfek Agency), 405 Merchant St., Ambridge. Valley Realty Co., 315 5th St., Ambridge. Wise, Wilbert H., Jr., 1421 7th Ave., Beaver Falls.

Bedferd (Individual Member) Galloway, Joseph W., 144 N. Richard St.

Real Estate Board

Active Members, 17: Others, 7. President: R. W. Dimmick, Union Bank Bidg. Secretary: E. J. Unger, 135 E. Broad St.

Secretary E. J. Unger, 135 E. Brond St. Acma Agance, Lac., 100 E. Brond St. Callone, A. E., 706 E. 4th St. Dimmick, R. W. Union Bank Bidg, Fishburn, S. E., Union Bank Bidg, Fishburn, S. E., Union Bank Bidg, St. Callone, P. C. College, C. Stepel, Mrs. Maude Post, 507 Main St. Sigley, Sourgeon, 706 E. 4th St. Smith, Miss Elsie, Cold Fellows Bidg. Stefke, John F., 66 E. Brond St. Stefke, John F., 66 E. Brond St. Stefke, John F., 66 E. Brond St.

Sturtevant, B. J., 504 Broadway, Suburban Realty Co., Merritt F. Judd, 620 W. Brond St. Unger, E. J., D/8/A., F. G. Radley Agency, 135 E. Broad St. 135 E. Broad St. Weeding-Kobertt Corp., Broad and Main

Bucks County Real Estate Board

Active Members, 45; Others, 52. President: J. Carrell Melloy, Jr., Doyles-

Stores Trancis J. Happ, Doylessown.

Ackinson, Edgar C., Buckingham.

Barness, Jeseph, Warrington.

Eastburgs, William, Merrivolla.

Eastburgs, William, P., New Hope.

Fechtesburg, Richard W., Eddington.

Fects, Walliam, Morrivolla.

Fretz, & Fretz, Perham.

Heine, William G., Quakertown.

Heine, William C., Quakertown.

Heine, William C., Quakertown.

Herod, Bergen, Doylestown.

Horn, Stanley, Perkaio.

Lon, J., Stanley, Perkaio.

Lon, J., Stanley, Perkaio.

Lon, J., Stanley, Newtown.

Lapolla, Charles, Bristol.

Lon, J., Stanley, Newtown.

Mani, Vincont, Brattol.

Marrick, W., Aubrey, Newtown.

Miller & Cornell, Inc., Hatbero.

Molloy, I., Carroll, Doylestown.

Molloy, William H., Lyiland.

Molloy, William H., Eyland.

Molloy, J., Alfred, Coenwells Height.

Rights, Clement, Newtown.

Molloy, J., Alfred, Coenwells Height.

Rights, Clement, Newtown.

Smith, Clinton M., Somertos.

Stockham, Thomas B., Co., Moerisville.

Stockham, Thomas B., Co., Moerisville.

Stockham, Thomas B., Co., Moerisville.

Willey, Virgil W., Newtown.

Willey, Wigil W., Newtown.

Willey, Wigil W., Newtown.

Willey, Wigil W., Newtown. Secretary: Francis J. Happ, Doylestown.

Butler County Realtors Association

Active Members, 24; Others, 13. President: Ralph A. Nicholas, 324 S. McKean St.

Secretary-Treasurer: Marguerite V. Belam, 244 S. Main St., Butler.

Abrams, James H., 246 S. Main St., Butler.
Adams, Charles B., 805 E. Pearl St., Butler.
Bolam, Marguerite, 248 S. Main St., Butler.
Brown, Elmer E., 466 N. Bloff St., Butler.
Clark, John D., 382 Center Ave., Butler.
Clark, 19th D., 384 Center Ave. Butler.
Lappan, James T., R.D. No. 2, Valencia.
Lappan, James T., R.D. No. 2, Valencia.
Lappan, James T., R.D. No. 2, Main St., Butler.
Lappan, James T., B.D. Main St., Butler.
Lappan, James T., B.D. No. 2, Valencia.
Lappan, James T., B.D. No. 2, Valencia.
McMaham, Mildred G., 244 S. Main St.,
Butler.
Butler.

McMaham, Mildred G., 244 S. Main St., Butler, Nevins, Clifford R., 408 N. Main St., Butler, Nicholas, Raiph, 324 S. McKean St., Butler, Nicholas, Raiph A., Jr., 324 S. McKean St., Butler, Rodgers, C. H., 111 W. Jefferson St., Butler, Rodgers, J., Robert, 236 W. New Castle St., Slippery Rock. Shelton, Googne, 108 W. Diamond St.,

Shields, Goorge, 108 W. Leannes, Shields, Carl E., 408 N. Main St., Sutler, Shields, Carl E., 408 N. Main St., Butler, Strin, C. L., 104 E. Diamond St., Butler, Strin, C. L., 104 E. Diamond St., Butler, Wittiburgh, Prittiburgh, P., 136 S. Main St., Butler, Yannotty, Flory, 112 4th Ave., Butler,

Cambria County Board of Realtors

Active Members, 15; Others, 3 President: George Board, 702 Carnogie Bidg., Johnstown. Secretary-Treasurer: Frank N. Genovese, 331 Stomycreek St., Johnstown.

Ashcraft, Lawrence J., 300 Market St., Johastown. Johnstown. 206 First Natl. Bank Bidg., Johnstown. Johnstown. oard, George, 702 Carnegie Equip. Bidg., Johnstown. Johnstown. enovem, Frank N., 331 Stonycreek St., Johnstown Johnstown. Kenney, John S., 414 Lincoln St., Johnstown. Koontz, Charles R., 412 U. S. Bank Bidg., Johnstown.

McCaffrey, James, Market & Main Sta., Men Men Men Merold, 414 Lincoln St., Johnstown. Men George, Cambria Building & Lean Ann., Johnstown. Mock, T. Elmer, Market & Main Sts., Johnstown. Pen Real Estate, 1106 U. S. Bank Bidg., Johnstown. enn Real Estate, 1106 U. S. Bank Bidg., Johnstown. Ross, Perry, 156 Adams St., Johnstown. Bestore, Charles S., 136 Park Place, Johns town. Singer, Edgar A., 329 Market St., Johnstown. Williams, Wallace E., 500 Market St., Johns

Central North Penn. Real Estate Board

Active Members, 10

President: John F. Krats, 6th & Church Sts., North Wales. Secretary: Henry C. Swartley, 6 W. Main St., Lansfalt.

Bean, Chas. E., 107 N. Main St., North Wales. sean. Chas. E., 107 N. Main St., North Wales. Wales. Klingenhafer, Benl. F., 7 Suspushanea Ave., Lanzdale. Kratz, John Forrest, 6th & Church Se., Christ, John Forrest, 6th & Church Se., Oberholtzer, W. B., 301 York Ave., Lanzdale. Rocer., John, 109 N. Main St., North Wales. Acids.

dals. Swartley, Henry C., 6 W. Main St., Lanadals Weaver, Joseph K., 317 W. Main St., Lana-dals. Young, Fred O., 206 Courtland St., Lansdale, Young, Fred O., 410 W. Main St., Lansdale,

Chester Real Estate Board

Active Members, 43; Others, 14. President: Walter J. Lewicki, 702 Concord Ave., Chester. Secretary: Wm. M. Hunter, 931 Edgmont Ave., Chaster.

Adelman, S. H., Croser Bidg., Chaster. Ahren, Dean, 160 E. 7th St., Chester. Berman, Albert, 45 E. 8th St., Chester. Bell, Samuel R., 1631 Edgmont Av., Che Black, Crosby M., Jr., 631 Sproul St., Chester.

sinck, Cresby M., Jr., 631 Sproul St., Christer Blant, Benjamin, 623 Weibb St., Chester, Calvert, Frederic, 25 E. 4th St., Chester, Chester Cambridge Bank & Treat Co., 5th & Market St., Chester, Chester Real Estate Co., 25 E. 5th St., Cliester,

Chester. Couts, Joseph A., 1218 W. 3rd St., Chester, Crowley, John F., 21 E. 5th St., Chester. Delaware County National Bank, 406 Mar-ket St. set 3t. elaware County Trust Co., 5th & Market Sts., Chester.

Delaware County Trust Co., 5th & Market Sts., Chester. Evonsky, William, 1827 Chester Pike, Crum Lyane, Gabrise, Charles A., 339 E. 9th St. Hamilton, J. Wayae, 116 W. 24th St., Chester. Heffron, George M., 14 E. 5th St., Chester. Hewes, Earle F., 521 Welsh St., Chester. Hunter, Wm., M., 351 Edgmont Ava., Chester.

Kane & Kane, Croser Bidg. Kershaw & Peck, 2036 Edgmont Ave., Chester. Lacusch, John, 2005 W. 3rd St., Chester. Lee, Mrs. Valoris D., 110 E. 5th St., Chester.

Chester. Lewicki, Peter, 702 Concord Ave. Lewis, Hopkins & Williamson, 603 Welsh St., Chester. hester. ott, Wallace, 907 Edgment Ave., St., Chester.
Lippincott, Wallace, 907 Edgmont Ave.,
Chester.
Locke, Charles M., 115 E. 8th St., Chester.
Mack Realty Co., 1006 W. 3rd St., Chester.
Maydar, Loconard P., 620 Concord Avel.
Modesti, John, 1005 MacDade Mivd., Folsom
Ulazare 1, 232 W. 5th St., Chester. Modesti, John, 1805 MacDade Bittd., Folsom, Pace, Vincent J., 227 W. 5th St., Chester. Falmer, Charles, 714 Edgmont Ava., Chesser. Fatters, Charles, 74 Edgmont Ava., Chesser. Read, Mr., Revilla B., Croner Bidg., Choster. Read, Mr., Revilla B., Croner Bidg., Choster. Schlitzer, Paul J., 1315 Grant Ave., Woodlyn. Sticcia, Alfred V., 160 E. 7th St., Chester. Sweeney & Lukens, 325 Welsh St., Chester. Sweeney & Lukens, 325 Welsh St., Chester. Sweeney & Lukens, 325 Welsh St., Chester. The First National Bank of Chester. 5th & Welsh St., Chester. The Welsh St., Chester.

Warwick, Samuel C., 611 Welsh St., Chester, Wolf, Wm. J., 3rd & Market Sts., Chester.

Chester County Roal Estate Board

Active Members, 29; Others, 19.

President: Raigh H. Walter, East State Rd., Komeett Square. Secretary: Arthur V. Grant, F & M Bldg., Cor. Market & High Sts., West Chester. Barker, Henry S., 15 S. Church St., West CHESTER COUNTY (Cont.)

Breuninger, F. Frederick, 231 E. Lincoln. Highway, Coateaville. Coffman, Andrew L., 247 Church St., Phoenixylle. Morris, 155 E. Lincoln Hgwy., Coatesville.

Entrekin, S. Earl, Jr., W. Lincoln Hwy.,
Lloyd Ave., Downington.

Giantonio, John E., 1 South Valley Road. Hall, Francis J., 34 S. High St., West Chester.
Hart, F. Dumont, 351 E. Lincoln Hgwy., Coatesville. High, Edgar E., 15 S. Church St., West Chester. Chester. Highley, G. N., 101 Monument Ave., Maloopes, Everett J., 143 E. Lancaster Ave.,

Downington.
Jones, Howard E., 25 E. Market St., West Chester. Chester.
Jones, Willard B., 312 Market St., Oxford.
McQuiston, A. M., 7 South Valley Rd., Paoli.
Perry, William E., 136 E. King St., Malvern.
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McLain, Bert, 1702 New Boston Rd., Texar-kana, Texas.

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Bellows Falls—See Southeastern Vermont
Bennington—See Vermont
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Bennington—See Southeastern Vermont
Burlington—See Chittenden County, Vermont
Castleton—See Rutland County
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County
Fair Haven—See Northeastern Vermont
Hartland—See Southeastern Vermont
Montpelein—See Vermont
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Springfield—See Vermont
Springfield—See Southeastern Vermont
Verland See Chittenden County, Vermont
Verland See Chittenden County, Vermont
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108. Essex Junction. Russell, Alfred, 289 So. Win. Ave., Burlington. Smith, Ernest B., 217 College St., Burlington.

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Allen & Co., F. T., 1220 Bronson Way,
Kenton.

Niem & Co., F. T., 1220 Bronson Way, Renton.
American, Inc., (Dayton T. Yoder), 12518
Botheli Way (35).
Anderson, A. H., 7749 15th Ave. N.W. (7).
Anderson, C. W., 4504 Oreas St. (8).
Armstead, Inc., Frank (Frank Armstrad), P.O. Box 283, Bellevue.
Arrow Realty Co. (J. J. Fleck), 1912 Smith Tower (4).
Associated Brokers, Inc., 4433 35th Ave.
S.W. (6).
Autora Brokerage Co. (Harry H. Horowitz).
1941 Autora Ave. (9).
Baler, Jack, Box 163, Bothell.
Balch, Albert, 8000 35th Ave. N.E. (5).
Baldwin, David W., 502 Joshua Green Bldg.
(1). (1), eacon Realty (R. F. Titus), 3629 19th Ave. S. (44).

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Burwell & Morford, 375 Coiman Bldg. (4). Campbell, Dan, 6630 Rainier Ava. (8). Campbell, Edward, Box 894 (11). Carroll, Hedlund and Associates, Inc., Old Times Bldg. (1). 206 Eastlake Ave. (9). Central Realty (G. E. Thurmond), 514 ist Ave. N. (9). Christianson Realty Co., D. F., 4540 Roose-velt Way (5). Co., R. W., 433 Queen Anne Ave. (9). Christanson Realty Co., D. F., 340 Roose-velt Way (5).
Clarkson & Co., R. W., 433 Queen Anna
Cohan & Co., A. H. (A. H. Cohan), 719
2nd Ave. (4).
Collins, James, 11/5 Boston St. (9).
Columbia Realty Co. (C. W. Wedin), 3708
Ferdinand St. (8).
Commercial Realty (Addie S. Pate), 2420
Second Ave. (1).
Comnor, Lyle R., 170th and Bothell Way
Continental, Inc., 810 2nd Ave. (4).

(35), Continental, Inc., 810 2nd Ave. (4), Coppage, Tom, 4315 Brooklyn Ave. (5), Corley, George W., 300 Denny Way (9). Cottage Realty (S. E. Wilde), 6501 Phinney Ave. (3),

Couden, Elliott N., 9819 16th Ave. S.W. (6), Cox. Elsie B., 201 4th Ave. N. (9), Crampton, J. Harold (Margery Dunahm), 1425 East Pine (22), Crawford & Conover, Inc. (Albert Balch, Pres.), 8050 35th Ave. N.E. (5). Crawford J. L., P.O. Box 12(1, Ballevue. Cross & Co., H. A., 11727 15th Ave. N.E. (35), (33), Box 511, Bellevus. Danforth, William E., 7114 Roosevelt Way (3). Darling Mabel, 712 Edgar St. Davidson, Howard J., 601 7th St., Yuma, Aris.

Davidion, Howard J., 601 7th St., Yuma, Ariz.
Ariz.
Ariz.
DAVIS & CO., 10HN, 807 2nd Ave. (4).
Davier, Thomas W., 3517 W. McGraw (39).
De Meyer, Norman, 7701 35th Ave. 5W. (6).
Linc., 1119 Fourth Ave.
Dison Realty Co. (Noble C. Dison), 4032
E. Madison (2).
Dobson & Son, Tom. 911 Third Ave., Resiton.
Downte, Loonard (Hillman & Downie, Inc.), 100
Downn & Son, Tom. 911 Third Ave., Resiton.
Down Associates, M., Ros., White Henry
Stuart Bidg. (1).
Druxman Realty Co., Nate (Nate Druxman,
H. R. Tarmure), 2627 West Montlake
Place (3)
Unney, John T., 1603 Roanoke, Mercer Island.

Island.

Eastman & Co., William A., 410 Joshua
Green Bldg. (1).

Eckland Realty (Charles Eckland), 107 First
Ave. S., Kent.

Edwards, H. O. West McGraw (99).

Edwards (90).

Elmore, Annete, 1604 Federal Ave.

Emmett Co., Roy H., 10815 Myers Way (88).

Epperson Realty, Fosts, 133 Queen Annet
Ave. (9).

Evers, Volney P., 215 Lloyd Bldg. (1).

Fancher Realty, 7783 9th Ave. S.W. (6).

Evers, Volney P., 215 Lloyd Bidg. (1).
Fancher Reality, 7783 9th Ave. S. W. (6).
Farrel, Edmond R. J., Shaler Bidg. (1).
Feannan, William E., P.O. 80x 52, Kensow
Federal Security Co., 425 Dexter Horton
Feloral Security Co., 425 Dexter Horton
Finrow, M. L., 7522 Bottell Way (3).
Finch, Jessie M., 2817 S. W. 172nd St. (66).
Finrow M. L., 7522 Bottell Way (3).
Finch, Lessie M., 2817 S. W. 172nd St. (66).
Finrow, M. C., 7522 Bottell Way (3).
Finches John C., 502 Bottell Way (3).
Fine Company (5).
Fine Company (6).
Abburn (7).

Fletcher Realty, 7748 S. 116th Place (88).
Fletcher Realty, 7748 S. 116th Place (88).
Forrester Realty (Larry H. Forrester), 4421
Rainier Ave. (8).
Forshee & Co., Chester D., 323 W. 85th St.

Fershee & Co., Chester M., 353 W. Aven. N.W. (7).
Forshee, Olive A., 3040 15th Ave. N.W. (7).
Forshee, Olive A., 3040 15th Ave. N.W. (7).
Forte Realty, 113 Lake St., N., Kirkland.
Forum Realty Co. (Charles F. Colvin, Robert
E. Case) 401 L. 40th St. (5).
F. Case, 104 L. 40th St. (5).
Francis Co. (Agda Smith), 407 Joshua
Green Bildg. (1).
Fransen, Wm., 407 Marion Bildg. (4).
Fricke Realty (C. H. Fricke), 8716 Greenwood Ave. (3).
Co. August S. (912 14th Ave. North-

Gay, Augusta S., 5912 14th Ave., North-Osy, raguess west (7) event (7) event (7) event (8). George, ferry, 44/34 California Ave. (6). George, E. B., 903 Terminal Sales Bidg. (1). Grant (1) event (1) even (1) event (

(88), Graham Investment Co. (A, Graham, Ir.), 7212 E. Grenlack Way (Crenlack Way (Graham, Ir.), 7212 E. Grenlack Way (Graham), Magnolia Realty), 3408 W. McGraham (Gold, Graham), John J., 15604 Pacific Hiway S. (68).

(88). Gregory, Mamie, 802 Smith Tower (4). Green Lake Realty (A. C. Embrey), 302 E. 72nd (5). Gunning Realty Co., John T., 4001 W. Alaska St. (6).

Alaska St. (6).
Hasa and Hasa (Donald C. Hasa), 1158
Olympic Nat'l Bildg. (4).
Hall, Edward, 7515 Aurora Ave. (3).
Hanne, E. A., 2710 Beacon Ave. (4).
Hanley, Matl. 1704 Market St. (7).
Hansen & Hansen (H. H. Hansen), 1034
Aurora Ave. (33).
Hardman, Walter, Central Bidg. (4).

(5), Haynie, R. H. (La Mott's Real Estate), 6026 California Ave. (6), Hassell, Brock N., Box 152, Burien. Heuderson Realty Co., 7004 15th Ave. N.W.

Henderson Realty Co., 7004 15th Ave. N.W. (7).
Henry Realty Co., Chas. V., 16001 1st Ave. S. (88).
Hi Line Realty (Lou Hostak), 10314 Den Moines Way (88).
Hocker, Carl (The Late Loma Co.).
Home Marketing Co. (R. E. Dunmore) 708
W. 65th (7).
Horn & Pulling. 3235 University Way (3).
Hudson, C. Loren, 2329 California Ave. (6).
Hudson, Later, 157 1005 Loveman Bidg. (4).
Husband Realty (Co., Route 2, Box 1025,
Realton.

Jackson, Frank C., 326 Vance Bldg. (1).

Jackson, M. B., Jr., 467 Olympic Nat'l Bidg. (4), Jensen Realty (Towy P. Jessen), 7511 Green-wood Ave. (3), Johnson & W., 1415 lst N. (9), Johnson & Co., G. A., 1138 24th Ave. (22), Johnson Realty, 6006 15th Ave. N.W. (7), Johnson Realty, 6006 15th Junyland's (311 N.W. (7))

N.W. (7).
Jones & Garner (Fred J. Lunghard), 6511
Roosevelt Way (5).
Jones, Ralph P., 3401 E. 65th St. (5).
Jones, Russell, 20 Broadway N. (2).
Jorgenson, Geo. H., 1660 Quenne Anne Ave. (3).

(9). Joseph, Samuel, 9262 57th Ave. S. (8). Junction Realty Co. (Chas. H. Machenheimer), 4611 California Ave. (6). Justice, L. G., 647 S.W. 152nd (66). Kacsor, Geo. (Seattle Realty, Inc.), IHIII
7th Ave. (1).
Keigard Real Estate (Eldena H. Kelgard),
2705 Beacon Ave. (44).
Kennedy Real Estate, Don, 4231 University
Way.

Kennedy Real Estate, Don, 4231 University Way.
Kiefer, J. B., 3206 42nd Ave. S.W. (6).
Kildall Real Estate, 610 W. McGraw St. Kiefer, J. B., 3206 42nd Awe, S.W. (6).
Kitdall Real Estate, 610 W, McGraw St.
(99,).
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Kitdall Real Estate, 610 W, McGraw St.
(198,).
Kitch, Katherine, 3101 Eastlake Ave. (9).
Kitch, Katherine, 3101 Eastlake Ave. (9).
Kitch, Katherine, 3101 Eastlake Ave. (9).
Kitland Real Estate Co., (Edward S, other Company, 1998.
Kitland Real W, 2008 University Way (5).
Kinapp Lucy S, 628G Greenwood Ave. (3).
Lake Washington Realty Co. (Edward S, and Rits Lee), 4100 34th Ave. (22).
Lakewood Keatiy Co., (W. F. Scawitters),
Lambuth, 311 Co., 306 Hope Bidg. (4).
Lambutheria Benni, 2317/y Market St. (7).
Lawyers Title Insternore Corporation, 1109
Lambutheria Benni, 2317/y Market St. (7).
Lawyers Title Insternore Corporation, 1109.
Leskeck Realty, Mac W, (Mac W. LeBleck), 1404/y Pacific Hywy, S. (80).
Lencke Co., Goo. C., 311 Marion St. (4).
Leslie Securities Inc., (Gail C. Leolie), zoute
Lewn, Howard T., 331. W. McGraw St. (99).
Lincoln First Federal Sovings & Loan Aus n., 1908 4th Ave. (1).
Linds, T. Fred, 1521 Pacific Hywy S. (80).
Linds, T. Fred, 1521 Pacific Hywy S. (80).
Linds, T. Fred, 1521 Pacific Hywy S. (80).
Long, Ann M., 505 Orpheum Bidg., (1).
Long, Can M

(4), which represents the control of the control of

McNett Reality Co., 4421 Wallingford Ave. (3).

(3).

McMahon, Wm. H., 450 S.W. 152nd (66).

Mackey, Kaiph C., 5222 Roosevelt Way (5).

Martin R. (2).

May (5).

Martin & Davis, 523 Queen Anne Ave. (59).

Martin & Davis, 523 Queen Anne Ave. (59).

Martin & Davis, 523 Queen Anne Ave. (59).

Martin & Davis, 523 Queen Anne Ave. (50).

Mercer Island Realty (Dev. Smith), Rt. I.,

Box 346, Mercer Island.

Merrill, John, 5225 Kannich Ave. (6).

Merrill, John, 5225 Kannich Ave. (6).

Metager, Ed. C., 500 Skinner Bidg. (1).

(4). Millar, Mrs. E. B., 15501-11 15th Ave. N.E. Miller & Co., C. Marc, 304 4th and Pike

Miller & Co., C. Marc, 304 4th and Pike Miller & Co., C. Marc, 304 4th Ave. and Sence St. (1).

Miller, Juc., Vincent D., 4th Ave. and Sence St. (1).

Milligan, W. A., 14412 Pacific Hyev, S. (80).

Mininick, Julia E., 630-651 Dexter Herton Bidg. (4).

Modern Hussen Builsfers, Inc., 3849 34th

Monnie, Jack L., 20230 33rd N.E. (35).

Moore, Merlen J., 465 15th Ave. N. (2).

Morrison & Restor (Herry R. Fenton), Suite 401, 1404 Second Ave. Bidg. (1).

Morrison & Fenton (Harry R. Fenton), Suite 401, 1404 Second Ave. Bidg. (1).

Mos & Associates, Inc., Jack, 915 Securities Mos & Associates, Inc., Jack, 915 Securities June, 1425 California Ave. (6).

Mt. Baker Realty Co., 2717 Jackson St. (44).

Nadreu & Hendrickson, Central Bidg. (4).

namer reality Uo., 2717 Jackson St. (44).
Nadreu & Hendrickson, Central Bidg. (4).
Naff, Robert T., 11846 Des Moines Way (88).
National Bank of Commerce of Seattle (C. H.,
Olswang, Asst. Vice-Free.), 2nd and Spring.
(4).

Nattrans, Roil, Vice-Fres.), and and Spring Nattrans, Ed., 3948 Brookhyn Ave. (5). Nelson, Adelaide K., P.O. Box 61, Mercer Island.
Nelson & Co., F. H. (F. H. Nelson), S. E., 26th and 61st, S.E., Mercer Island.
Nelson, H. E., 327 Seaboard Bidg. (1). Nelson & Co., H. M., 404 Martion Bidg. (4). Nienaber and Busch (R. A. Nienaber), 7208 Rooserelt Way (3). North Bend Realty, Inc. (H. F. Anderson), North Bend News (1). North Send Realty, Inc. (H. F. Anderson),

North End Realty (J. R. Moore), 2101 N. 45th (3). Northgate Co., The, 1422 Dextor Horton Bldg. (4). Blog. (4).
North Homes Realty (C. C. Brown), 2320
N. 43th St. (3).
Northwestern Realty Co., 5905 Phinney Ave.

O'Donnell Realty Co. (R. J. O'Donnell), 4562 Roosevelt Way (5). 4862 Roosevelt Way (5).

Olson, Carl A. (Seattle Realty Co.), 5502
White Henry Stuart Bidg. (1).

Olson, Gladys J., 7147 24th Ave. N.W. (7).

Overlake Realty (James Sheridan). P.O. Be
101, Bellevo.

Owen, Bert G., 2126 3rd Ave. (1).

Owen, Kathbeen, 3114 W. McGraw (99).

Owen, Katheren, 2014 Ave. (1):
Owen, Katheren, 2014 W. McGraw (99).
Pacific Homes (J. D. Tasson), 6501 20th Ave.
N.E. (5):
Parkhurst Realty (Minnie E. Parkhurst), 222
Codar St. (1):
Pearrosa Load Office, R. C., 20020 Pacific
Pearrosa Load Office, R. C., 20020 Pacific
Peck Realty Co., John (John Peck), 2906
Phinney Ave. (3):
Peeples-Gilbert Bell, Inc. (Irving Peeples,
Jack Gilbert, C. H. Jerry Bell), 701 Dexter
Horton Bidg. (40):
Pethoton Realty Co., 2012 M. 1528d (66).
Peth, Kenneth W., 375 Colman Bidg. (4):
Petrick Realty Co., 3312 W. McGraw St.
(99).

Petrick Realty Co., 3312 W. McGraw St. (99).
Phillips, F. E., 8519 14th Ave. S. (8).
Picture-Pleor Plans, Inc. (Howard A.
Parker), 7314 Aurora Ave. (3).
Pope & Talbest, Inc. (L. C. Puchek), 1304
Preston, Irene, 1109 E., 45th St. (3).
Property Owners Service Bureau, Inc. (L.
Gloria Sumpter), 700 Securities Bidg. (1).
Prodential Realty Co. (Norton Shaler), 1008
3rd Ave. (1).
Pope Realty (George W. Pope), 319 West
Control Barbara R. (Puttle Realty), P.O.
Box 116, Bothell.
Puget Sound Homes (Jay E. Roberts), 3430
E. 45th (3).
Puget Sound Title Insurance Co. (Ken
Kleporr), 703 3rd Ave. (4).
Quain, John W., 3247 40th Ave. S.W. (6).
Ramery, Mason M. (J. A. Clemano), 4449

Quain, John W., 5247 40th Ave. S.W. (6), Ramey, Mason M. J. A. Ciesmano, 1494 California Ave. (6). Reinertsen), 8597 15th Ave. S.W. (5), 15th Ave. S.W. (5), 15th Ave. S.W. (6), 15th Ave.

(1), Runnion, Mrs. Coral, 1015 E. 64th St. (5). Runnion, Mrs. Coral, 1015 E. 64th St. (5). Rund, Grace (Blanche Opperman), 2311
Viewmont Way (99). Russell, Hugh H., 16001 Greenwood Ave. (33). Ryan Realty Co., 1618 N. 45th St. (5).

Ryan Realty Co., 1618 N. 45th St. (3).
Sargent, Walter A., 13510 1st Ave, So. (88).
Sargent, Walter A., 13510 1st Ave, So. (88).
Scott, John L., M. 4629 Californi, Ave. (6).
Scott John L., Marion Bilds, (4).
Scattle First National Bank, Second at Cherry (4).
Scattle Mortugage Co., 1004 3rd Ave. (4).
Scattle Mortugage Co., 1004 3rd Ave. (4).
Scattle Roal Estate Co. (E. O. Edwards), 1012 E. 65th (5).
Sheafe, Ralph, Rt. 4, Box 80, Bellevue.
Stlver Realty, A., 228 Railway Exchange Bilds, (4).
Ave. S. (88).
Skotheim Realty Co. (Geo. Foreman), 9037
- 35th Ave. S. (89).
Skotheim Realty Co. (Geo. Foreman), 9037
- 35th Ave. S. (8).
Smith Co., Inc., Quinn, 212 Central Bilds, (4).
Smith Co., Inc., Quinn, 212 Central Bilds, (4).

(4).
yund Realty & Inv. Co. (Jack Gordon), 706
Stewart St. (1).
yuth Seattle Land Co., 11004 1st Ave. S. (88). Sparkman & McLean Co. (J. Harold Spark-man), 1110 3rd Ave. (1). Spencer & Co., Geo. A. (Gertrude L. Spencer), 2005 Beacon Ave. (44). Square Deal Realty (Andrew Clouston), 730

Square Deal Reary (Andrew Crossesses), 5-sec. Aurera Ave. (3), 5-sadium Realty (Faser D. L. MacDonseil), 2217 Rainier Ave. (44), 5-star Realty (A. M. Tofley and Dan Nylund), 4943 California Ave. (6), 5-stephenon, 5-sad L., 4715 35th Ave. N.E. (A).

Stave, Thou, 2256 California Ave. 191.

(3).

Stevens, Inc., Guy, 2126 3rd Ave. (1).

Stevens, Inc., Guy, 2126 3rd Ave. (1).

Stevens, Marie, 1232 Bothell we. (2).

Stevens, Marie, 1232 Bothell we. (2).

Stevens, Marie, 1232 Bothell we. (3).

Stevens, Marie, 1232 Bothell we. (3).

Stratton, W. D., 220 168, No.

Stratton, W. D., 220 168, No.

Stratton, W. D., 220 168, No.

Stratton, W. O., 200 Ballard dve. (7).

Stratton, W. (909 Ballard, W. (9).

Sun Resity (1) 24ck Mastern, 5504 California

Sun Resity (1) 24ck Mastern, 5504 California

Suntrie Resity, 4430 California Ave. (16).

Suntries Resity, 4430 California Ave. (16).

Swart, James A., 4142 California Ave. (6).
"Sween Realty" of Seattle, \$01 4th Ave. (4).

Teal, Jno. W., 13346 1st Ave. N.E. (35).
Thomasson, Lu Verna A. (8 & L. Realty),
3049 16th Ave. S.W. (6).
Thompson, Tommy (W. E. Thompson), 5651
University Way (5).

WASHINGTON

Tobin, Robert E., 1408 Hoge Bidg. (4).

Turner, M. C., 4436 California Ave. (6).

Turner, M. C., 4436 California Ave. (6).

Tutmarch Realty, Levraine, 7338 Botheli

"Way (5).

H. G. Thomson, 215 Central Bidg. (4).

Vance Lumber Co. (George F. Vance). 1412

Jos. Vance Bidg. (1).

Vance Rabler Co., George F. Vance). 1412

Jos. Vance Bidg. (1).

Visveland Realt Co., Dryan F. Burge). 6559

Phinner, Ave. (3).

Visvent Realty Co., A. C., 4920 Rainier

Ave. (8).

Vincent Realty Co., A. C., 4920 Rainier

Ave. (8).

Voiberg Rasley, 522 E. 64th 5a. (5).

Voiberg Rasley, 522 E. 64th 5a. (5).

Voiberg Rasley (2).

Valler, Donald G., 4210 Walgreen J. (5055)

Des Moines Way (88).

Ave. N.W. (7).

Walkington Mandel G., 4210 W, Alnaka St. (6).

Wallingtond G., 4210 W, Alnaka St. (6).

Wallington Grand G., 4210 W, Alnaka St. (6).

Wallington Mitual Savings Bank (Harry G.

Washington Mitual Savings Bank (Harry G.

Washington Tibe Insurance Co., 803 2nd Ave. (4).

Washington Tibe Insurance Co., 803 2nd Ave. (4). (4).
Westside Homes (Mary Whitman), 2210
California Ave. (6),
West & Wheeler, Marion Bldg. (4).
Wheeler, James, 2811 McClellan St. (44).
White & Bollard Realty, Inc. 1222 2nd Ave. (1). Wilson, Leonard A., 2209 Queen Anne Ave. (9). Wilson, Leonard A., 2209 Queen Anne Ave.
(9),
Winbigler, E. G., 6634 White-Henry-Stuart
Bldg. (1),
Wolfstone, Michael (National Investment an
Realty Co.), Chamber of Cenn. Bldg. (4),
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Ballantyme, J. F., 7307 / th Ave.
Bastri, I. John, 527 6th Ave. A.
Bettrick, Joseph, 5307 / 22nd Ave.
Bullamore, William H., 717 57th St.
Carlson, Charles, 5353 6th Ave.
Corr. Donald E., 5517 6th Ave.
Cunsingham, Weller F., 606 56th St.
Curtiss, Gham, Weller F., 606 56th St.
Curtiss, Gham, Vel. 127 F., 606 50th St.
Dixon, J. A., 525 50th St.
Farrell, Zemmen, 520 56th St.

First National Bank, 5522 6th Ave.
Gonnering, Vincent, 6019 22nd Ave.
Hains, Frank, 4962 7th Ave.
Hains, Frank, 4962 7th Ave.
Hains, H. Lawrence, 5518 6th Ave.
Haubrich, Edmand, 2216 63rd 8t.
Hoyer, Wa., 5619 7th Ave.
Kenonia National Bank, 625 76th 8t.
Hoyer, Wa., 5639 5th Ave.
Kenonia National Bank, 625 7th 8t.
Kubec, A., 15, 5505 5th Ave.
AcQuestion, Henry R., (McQuestion Agency), 7351 14th Ave.
Millar, David, 5825 6th Ave.
Millar, David, 5825 6th Ave.
Neu, John F., 1512 60th 3t.
Newberry, Stanley A., 5700 7th Ave.
Northwestern Lonn & Trust Co., 5522 6th
Northwestern Lonn & Trust Co., 5522 6th Ave.

Parmentier, John, 4812 Taft Rd.

Parmentier, John, 4812 Taft Rd.

Pennedeather, Ambrone, (Pennedeather Agentiem), Prederick S., (Chas. H. Pfennig, Inc.), 703 57th Sc.

Rose, Herbert, 811 60th St.

Schmitz, Roger, 711 57th Sc.

Shaffron, Joseph E., S. Sheridan Rd.,

Kenogha.

Kenosha.
Stahl, James W., 609 Shth St.
Stemm, Fred E., 5629 Sht Ave.
Sullivan, Thos. A., 4103 Taft Rd.
Timm, George A., 3629 Sh Ave.
Vidas, Francis, (Vidas Agency), 5614 7th
Ave. Ave. Whitaker, R. B., 925 59th St.

LA CROSSE WISC.

Sales, Leases Residential **Business Properties** Appraisals

E. C. Hougen Realty Co. 117 North 3rd St.

LaCrosse Real Estate Board

Active Members, 13; Others, 4. President: E. C. Hougen, 117 N. 3rd St. Secretary: Verne Toeke, 417 Hoeschler Bldg. Burns, C. M., 922 Division St.
Freisinger, John, 502 Batavian Bank Bldg.
Freisch, Joseph W., 315 Housekher Bldg.
HOUGEN, E. C., 127 Sep 504
Kenneda, E. C., 127 Sep 504
Kenneda, E. C., 127 Sep 504
Formand, Gerald A., 330 State St.
Fokrandt, Walter J., 121 S. 2 List St.
Sias Realty, Onalaska.
Tooke, Verne, 417 Hoeschler Bldg.
Wavra, Joseph, 506 Hoeschler Bldg.
Wavra, Joseph, 506 Hoeschler Bldg.
Verley, G. R., 427 State Bank Bldg.
Zeisler, L. A., 1245 Jackson St. Burns, C. M., 922 Division St.

Ladysmith (Individual Member) Hroch, Frank P., 303 W. Lake Ave.

Laks Deltun (Individual Member) Hines, R. M.

Leke Mills (Individual Member) eward, R. N.

Leopelis (Individual Member) Brunner, A. N.

Madison **Board of Realtors**

Active Members, 62; Others, 39. President: Merrill J. Haley, 124 State St. Secretary & Treasurer: Arthur S. Ames, 119 E. Washington Ave., (3).

Andreum, Chan. A., 3105 Winnequah Rd. Atkinson, W. W. I West Main St., (3). Außuchon, W. H., 1005 Edgenbil Drive. Beichl, Richard K., I W. Main St., Enesditz D. J., 130 Sates St., (3). Carpenter, Elbert H., 102 W. Wilson St., (3). Clark, Hamilton R., 2045 Atwood Ave.

B. F. KUEHLHORN

Sales Residential property Mortgage financing **Building** management Appraisals

> Milwaukee Theater 2750 N. Teutonia Ave. MILWAUKEE 6, WIS.

MADISON (Cont.)

MADISON (Cont.)

Coulter, Jerry R., 405 Gay Bldg.
Darbo, Roll, 221 Wisconain Ave., (3).
Darbo, Roll, 221 Wisconain Ave., (3).
Darbo, Roll, 221 Wisconain Ave., (3).
Gay, Sidney L., 307 Gay Bldg., (3).
Gay, Sidney L., 307 Gay Bldg., (3).
Gay, Sidney L., 307 Gay Bldg., (3).
Haisey, Harry B., 128 State St., (3).
Haisey, Harry B., 128 State St., (3).
Haisey, L., 128 State St., (3).
Haisey, L., 128 State St., (4).
Honteman Wm. F., 1 W. Main St., (3).
Hinricha, L., 1, 2617 Milwauke St., (4).
Hinterman Wm. F., 1 W. Main St., (3).
Hunt, Marvin D., 717 Insurance Bldg.
Hunter, Paul F., Ir., 111 King St.
Johanon, G. C., 1 West Main St., (3).
Hunt, Marvin D., 717 Insurance Bldg.
Hunter, Paul F., Ir., 111 King St.
Johanon, G. C., 1 West Main St., (3).
Kinsam, Mrs. Everett, 134 Washington Bldg.
Kons, Marian H., 207 Gay Bldg.
Lehmann, H., 119 E. Washington Ave.
Loftugordon, H. J., 2600 Atwood Ave., (4).
McGuine, B. T., 200 Divider Bldg.
McGuine, B. T., 200 Divider Bldg.
McGuine, B. T., 200 Divider Bldg.
Myers, A., Roy, 25 E. Main St., (3).
Myers, A., Roy, 25 E. Main St., (3).
Myers, A., Roy, 25 E. Main St., (3).
Wismann, Otto, 144 State St.
Oeland, L. L., 310 Gay Bldg.
Lovelland, L. L., 310 Gay Bldg.
Lovelland, L. M., 119 E. Washington Ave.
Peaston, M. Curris, 435 W. Washington Ave.
Peaston, M. Curris, 435 W.

Manitowoo Real Estate Board

Active Members, 9. President: Norman Johnson, 926 S. 8th St. Secretary & Treasurer: John C. Mayer, 917A So. 8th St.

Baugniet, Fred C., Francis Creek, Benishek, Edward M., Maribel, Eckardt, Marcel, Two Rivers, Hallberg, William, Two Rivers, Hoffman, Frank, 812 Washington St. Hoffman, Theo, 812 Washington St. Johnson, Norman 926 So. 8th St. Kadow, Wencel L., 935 S. 8th St. Mayer, John C., 917A So. 8th St.

Marinette (Individual Members) Campbell, E. Mac, 615 Wells St. Hitchon, R. C. Rydahl, Henning, 19 Hosmer St. Sullivan, Matthew M., 1636 Main St.

Milwaukee **Board of Realtors**

Active Members, 297; Others, 355. President: Nolan Kenney, 6012 W. Vliet St., (13). Executive Vice-President: John J. Roache, 606 W. Wisconsin Ave, Suite 1405, (3). Abrams, S. E., 235 W. Galena St., (12).

CONSULT

REMEEUS

INDUSTRIAL AND BUSINESS PROPERTY - APPRAISALS WELLS BUILDING

ILWAUK

Albert, Sterling H., 229 E. Wisconsin Ave., Anders, Mrs. Clara, 2936 N. 3rd St., (12). Armitage, William J., 4424 W. Lisbon Ave.,

(8).
Bach, John R., 324 E. Wisconsin Ave., (2).
Baer, James R., 2001 Swan Blvd., (13).
Barrett, Harry J., 333 W. Silver Spring Dr., Barry, James T., 735 N. Water St., (2). Barry, Richard R., 4491 N. Oakland Ave.,

Barry, Barth, Oliver O., 735 N. Water St. Baumann, Wilber C., 8707 Stickney Ave.,

Becker, Mrs. Ethel G., 6124 W. Wisconsin Ave., (13). Behrend, Mrs. Martha G., 208 E. Wisconsin Ave., (2). Bender, Henry G., 3878 N. Green Bay Ave.,

(6).
Berg, Charles L., 1000 S, 16th St., (4),
Berres, P. A., 4622 W, Center St., (10).
Beverty, Frank W., 3028 W. Vlies St., (8).
Beyer, Carl W., 5922 W, Wells St., (13).
Biehl, Melvin M., 4738 W, Lisbon Ave., (8).
Block, Edward A., 1028 W, Lincola Ave.,

(15). Bockl, George, 2022 W. Vliet St., (8). Boerke, E. M., 611 N. Broadway, (2). Bowins, John L., 152 W. Wisconsin Ave., (3). Bowring, W. George, 4424 W. Lisbon Ave.,

Boyce, Lloyd M., 3319 N. Hackett Ave., (11). Brachman, Oscar, Jr., 536 W. Wisconsin Brachman, Oscar, Jr., 536 W. Wisconsin Ave., (3). Brauer, Gerald J., 4918 W. Bluemound Rd., (13). Braun, John I., 616 W. Michigan St., (3). Breitenbach, Mathias, 1024 N. Fourth St.,

(3), B. B., 259 E. Wells St., (2). Bruce, Harold J., 4491 N. Oakland Ave., (11), Buellesbach, J. W., 5531 North Ave. (8). Buettner, Edwin A., 6818 W. Hampton Ave., (16).

(16). Bullock, Mabel J., 2671 S. Kinnickinnic Ave., (7). Butler, Walter A., 744 N. Fourth St., (3).

Calhoun, Allen R., 1910 E. North Ave., (2). Callan, James L., 4417 W. North Ave., (8). Celichowski, Walter B., 634 W. Mitchell St., (4).
(4).
(A).
(Chaloupka, Otto, 1872 N. 12th St., (5).
(Christenson, Frank, 2109 N. 64th St., (13).
(Cohen, Charles T., 5542 N. 38th St. (9).
(Conrad, David J., 7829 W. Greenfield Ave.,

Cook, Carleton M., 207 E. Michigan St., (2). Croal, Andrew J., 606 W. Wisconsin Ave.,

(3). Crowley, Joseph M., 739 N. Broadway, (2). Dahlman, John F., 759 N. Milwaukee St.,

(2), Dallinger, M. C., 2808 W. Lincoln Ave., (15), Daly, Baldwin F., 1800 E. Capitol Dr., (11), Dawn, Arthur J., 2700 N. 71st St., (10), Davidoff, Milton W., 2030 W. Wells St., (3), Davis, Charles R., 1012 N. Third St., (3), Davis, Mrs. Maude, 3420 W. National Ave.,

Davis, Mrs. Mauriett B., 919 N. 28th St., (8). Dollert, Mrs. Adeline, 5223 W. North Ave., coley, George J., 3520 W. National Ave., De

Dorst, Alfred, 234 N. Broadway (2), Dreyer, Gustave J., 2908 N. Oakland Ave., (11). (11), Drycimski, Eugene F., 1216 W. Lincoln Ave., (4), Drycymski, Eugene F., 1412 S. 72nd St., (14), Egan, Thomas F., 422 W. National Ave., (4), Elsenberg, Herman, 2324 W. Vliet St., (5), Elbinger, Karl M., 436 W. Wisconsin Ave., (4)

(3).
Emling, Ralph J., 2704 N. 87th St., (10).
Engel, Carl, 1315 S. 16th St., (4).
Engel, Herbert W., 1225 S. 16th St., (4).
Ettenheim, M. B., 753 N. Water St., (2).
Evans, Harris R., 3834 N. Green Bay Ave.,
(6).

(6).
Faber, George L., 3603 W. North Ave., (8).
Falkner, Frank, Jr., 259 E. Wells St., (2).
Farrell, Geo. B., 2607 W. Lisbon Ave., (5).
Ferguson, Frank, 20 E. Mason St., (2).
Finger, Armin W., 611 N. Broadway, (2).

Fischer, Charles J., 2356 N. Grant Blvd., (10). Fitzgerald, M. J., 2815 W. Vliet St., (8). Flanagan, John L., 6012 W. Vliet St., (13). Forman, Harry N., 229 E. Wisconsin Ave.,

Franzen, Marie K., 1925 E. Capisol Dr., (11). Friach, James L., 735 N. Water St., (2). Funk, A. M., 1336 W. Forest Home Ave., (4).

Gabriel, C. R., 248 E. North Ave., (12). Ganser, Herbert A., 7403 W. Greenfield Ave., Gapınski, Frank J., 1416 W. Lincoln Ave.,

George, Charles W., 2734 N. Third St., (12). Gillis, Norman W., 2250 S. Kinnickinnic Ave., (7). Gonia, Joseph E., 3287 N. Green Bay Ave., (12).

(12).

Gose, Burle, 6105 W. Greenfield Ave., (14).

Grass, Joseph P., 2947 N. Third St., (12).

Greiner, W. H., 3428 W. Villard Ave., (9).

Griffin, John M., 2368 W. State St., (3).

Grootmant, E. H., 3257 N. Green Bay Ave.,

Grootman Bay Ave.,

Grootman Grootman St., (14).

Grosman, Philip W., 735 N. Water St., (2). Groth, E. J. W., 3727 W. National Ave., (15). Grueninger, Anthony, 324 E. Wisconsin Ave., (2).

(11). Hamata, Ed. J., 1235 W. Walnut St., (5). Hanbury, Harold H., 739 N. Second St., (3). Hansen, Albert, 757 N. Broadway, (2). Harder, Frank J., 1426 W. Washington St.,

(4).

Harris, Charles A., 625 N. Water St., (2).

Hartung, Gene, 1802 W. Center St., (6).

Hasenmiller, Eugene, 4428 W. Lisbon Ave., (8). Haskell, Leo E., 1410 N. 27th St., (8). Haskell, Leo E., 1410 N. 27th St., (8). Hass, Emil P., 2948 N. Buffum St., (12). Hauser, Max, 2627 W. Fond du Lac Ave. (6). Hausmann, Gerald J., 4601 W. Lisbon Ave.

(8). Heine, C. F., 2150 N. 67th St., (13). Hennekemper, Mrs. Nellie F., 176 W. Wis-consin Ave., (3). Henschel, Erwin A., 4347 W. Fond du Lac Ave., (10).
Hiller, Ray P., 4424 W. Lisbon Ave., (8).
Hohlweck, Phil J., 3211 W. Lisbon Ave., (8).
Holtan, M. O., 2460 N, 83th St., (10).
Holzhauer, Charles J., 2601 W. Lisbon Ave.,

(5). Horning, John A., 7602 Harwood Ave., (13). House, C. John, 5415 W. North Ave., (8). Hummert, George H., 8707 W. North Ave., (13).

Hummert, George H., 8707 W. North A (13). Husak, Lawrence A., 745 N. Plankinton Ave., (3). Israel, Phillip, 2406 W. Fond du Lac Ave.,

(6), Jansen, J. G., 1848 N. Fourth St., (12), Jansen, R. H., 259 E. Wells St., (2), Jarz, Stanley E., 2596 S. Kinnickinnic Ave., (7), Jardiewski, Frank J., 1201 E. Brady St., (2), Jones, Willard P., 752 N. Milwaukee St., (2), Jongeblood, Herman J., 268 E. Wisconsilio,

ogebloed, Herman J., Ave., (2). Ave., M. A., 4410 W. North Ave., (8). Kacser, Alexander. 1622 W. Vliet St., (5). Kamperin, Andrew, 3734 N. 52nd St., (10). Kassuba, Walter C., 759 N. Water St., (2). Kellner, John E., 6120 W. National Ave.,

(14). Kells, E. M., 2460 W. Medford Ave., (6). Kietzman, H., 12419 W. Hampton Ave.,

Butler. Kirch, Charles, 1311 N. 12th St. (5). Kirsinger, Mrs. Helen M., 5031 W. Capitol Kissinger, Mrs. Helen M., 5031 W. Capitol Dr., (16). Koepke, George J., 606 W. Wisconsin Ave., (3).

(3), Koepp, Ray W., 529 E. Wisconsin Ave., (2), Kops, Joseph E., 2704 N. Third St., (12), Koubeck, Charles A., 1332 S. 16th St., (4), Koubeck, Charles A., 1332 S. 16th St., (4), Consin Ave., (3), Kress, Mr., Isabel R., 1008 N. Sixth St., (3), Krusck, Fred W., 806 N. Third St., (3), KUEHLHOMN, B. F., 2730 N. Teutsenin

Ave., (6). Kunz, Peter, 1012 N. Third St., (3).

Lainey, R. A., 2438 W. Lincoln Ave., (15). Lange, C. A., 2329 N. 72nd St., (13). Larsen, Albert C., 13601 W. Cleveland Ave., (14).

(14). Leser, Jack M., 5925 W. North Ave., (8). Lillydahl, Earl D., 930 N. Water St., (2). Lippert, J. A., 298 E. Wisconsin Ave., (2). Lippert, J. A., 298 E. Wisconsin Ave., (2). Loty, Adolph P., 2712 S. 28th St., (15). Lowe, Joseph H., 622 N. Water St., (2). Ludwig, Otto N., 622 N. Water St., (2). Ludke, C. art F., 5805 N. Testonia Ave., (6). Luljack, Val R., 3829 W. Center St., (10).

Luljack, Val R., 3829 W. Center St., (10).
McMicken, James F., 7627 W. Greenfield
Ave., (14).
Mack, John J., 1610 W. National Ave., (4).
Malisch, R. H., 2200 N. Third St., (12).
Mann, Miss Viols M., 625 S. 70th St., (14).
Mantey, Roy M., 1029 Madison Ave., South
Milwaukee.
Ledie, 3501 W. North Ave., (8).
Mark Markey, M., 1029 Madison Ave., (8).
Mark Ledie, 3829 W. Jackson Fark
Blvd., (13).
Marx, Heary W., 3432 W. Vliet St., (8).
Matt, Fred, 3826 W. Burleigh St., (10).
Mattophysical Markey, Markey, M., (8).
Marx, Heary W., 3432 W. Vliet St., (8).
Matt, Fred, 3826 W. Burleigh St., (10).
Meade, Michael, H., 312 E. Wisconsin Ave.,
(2).

Memmel, Alois S., 2501 W. Vliet St., (5). Meske, Joseph, 4323 W. Fond du Lac Ave., Mikkelson, Fred A., 2110 W. National Ave.,

(4). Miller, L. 1107 N. Water St., (2). Mishelow, Edward D., 231 W. Michigan St., (3). Moligaard, Mrs. Henny, 4624 W. Burleigh St., (10). Mork, Mrs. Helen, 3940 N. 25th St., (6) Myers, Russell D., 2177 S. 86th St., (14)

Naumann, Walter G., 4329 N. Oakland Ave., (11). Nickoll, B. E., 161 W. Wisconsin Ave., (3). Nickoll, B. E., 161 W. Wisconsin Ave., (3). Nord, Eugene J., 2303 N. 49th St. (10). O'Conner, A. B., 312 E. Wisconsin Ave., (2). Ogden, Elliott M., 229 E. Wisconsin Ave.,

O'Leary, John J., 733 E. Henry Clay St., (11).
Olson, J. Clifford, 1032 S. 105th St., (14)
Olson, Henry H., 324 E. Wisconsin Ave.,
Otto, Ray C., 2522 W. Capitol Dr., (11).
Overmoe, Ralph, 7623 W. State St., (18).
Owen, Robert M., 1809 Wauwatosa Ave.,

(13). iik. Edward, 2000 N. Third St., (12). iik. Edward, 2000 N. Third St., (12). illuss, William C., 5409 W. Lisbon Ave., Palluss, William C., 5409 W. Lisbon Ave., (10). Pauly, William J., 310 W. Wells St., (3). Penn, Victor A., 225 E. Michigan St., (2). Pentler, Emil R., 2150 N. 3rd St., (12). Petersen, Ralph H., 710 N. Plankinton Ave., Pfeil, Herman W., 110 E. Wisconsin Ave., (2).

ierron, Alfred J., 2558 N. Swan Blvd., (13). ittelkow, Robert J., 233 E. Wisconsin Ave., Pittelkow, Robert J., 233 E. Wisconsin Ave., 122, Mrs. Marian, 432 N., 30th St., (8), Plad., Mrs. Marguerite, R. 12, Box 269, (16). Porth, Erwin J., 4144 N. Oakland Ave., (11). Porth, Hugo. 339 W. North Ave., (12). Powell, Mrs. Helen, 4709 Center St. (10). Purtell, Edward A., 1926 E. Capitol Dr. (11). Rakita, Nathan J., 3431 W. Lisbon Ave., (8). Raulf, Charles, 456 W. Wisconsin Ave., (3). Read, Kenneth H., 1524 W. Wisconsin Ave., (3).

ed, Alan, 710 N. Water St., (2). hmer, William F., 606 W. Wisconsin Ave.,

Reilly, Edwin F., 2314 W. Vliet St. (5) REMEEUS, CARL, 324 E. Wisconsin (2), Reuteman, J. G., 808 N. Third St., (3), Reuteman, S. C., 4700 W. North Ave., (8), Rice, Leo S., 301 E. Silver Spring Dr., (11), Richter, August, Jr., 152 W. Wisconsin Ave.,

(3), Rigas, Frank N., 2191 N. 52nd St., (8). Ripple, Henry, 3318, Lisbon Ave., (8). Robbins, Stanley W., 430 E. Chambers St.

(12). Ronke, Ed. L., 530 E. Cetner St., (12). Rooney, Mrs. Eleanore C., 5209 W. North Ave., (8). Rosenberger, Andy, 4415 N. Oakland Ave.,

Ave., (8).

Rosenberger, Andy, 4415 N. Oakland Ave., (11).

(11).

Rosenthal, Alvin M., 1925 W. Wisconsin Rosenthal, Alvin M., 1925 E. Wells St., (2).

Ruch, Ernest C., 2442 N. Third St., (12).

Rusch, Ernest C., 2442 N. Third St., (12).

Ruschl, Gordon J., 7015 W. North Ave., (1 Saichek, Sidney, 3307 W. North Ave., (8). Santley, Arthur A., 2612 W. North Ave., (5). Sarich, John, 1439 S. 69th St., (14). Saudek, Harrison, 536 W. Wisconsin Ave.,

uer, R. J., 2105 Tenth Ave., South Milwaukee.
Scheer, Edwin F., 1712 E. Capitol Dr., (11).
Scheffer, Guido L., 735 N. Water St., (2).
Schmitt, Ray W., 2800 W. Center St., (10).
Schneider, John F., 817 W. Mitchell St., (4).
Schreiber, Martin E., 2521 W. Center St.,

hroeder, Henry C., 4634 W. Burleigh St.. (10).
Schroeder, Walter, 210 E. Michigan St., (3).
Schultz, Albert A., 917 W. Center St., (6).
Schultz, Eiton A., 2350 N. 3lat St. (10).
Schultz, Rudolph H., 2955 N. Third St., (12).
Schuman, H. R., 1148 S. 16th St., (4).
Schwietering, Paul J., 1569 E. Cumberland
Blvd., (11). Scott, John J., 207 E. Michigan St., (2). Seegar, Arthur R., 2635 W. North Ave. (5). Sehrt, John H., 1135 S. 1646 St., (4). Shapiro, Nathan. 1012 N. Third St., (3). Scher, Robert, 4046 N. Teutonia Ave., (9). Sider, william, 707 E. Briarwood Pl., (11). Sider, william, 707 E. Briarwood Pl., (11). Cudolhy. Cudahy.
Smith, James W., 2824 W. Vliet St. (8).
Stanton, L. E., 1518 N. 50th St., (8).
Stark, Gordon S., 225 E. Mason St., (2).
Stenz, B. A., Elm Grove.
Strassburger, J. C., 5420 W. Wisconsin Ave.,
(13).

ger. Warren. 767 N. Water St., (2). an, Ambrose, 5311 N. Diversey Blvd.,

(II), State State St. (3), State St. (3), State St. (3), Salaky, Rud. J., 1601 W. Mitchell St., (4), Tanhaeuer, William C., 309 W. Kilbourn Ave., (3), Taplin, Clinton R., 5707 W. National Ave., T(44).

(14), Taxman, Sam, 229 E. Wisconsin Ave., (2), Teague, Ray, 1844 N. 59th St., (8), Teske, Roland J., 2845 N. 68th St. Tetrlaff, Anna 528 N. Milweuker St., (2), Tetrlaff, Anna 628 N. Milweuker St., (3), Tetrlaff, Anna 628 N. Milweuker St., (3), Tetrlaff, Anna 628 N. Milweuker St., (2), Tetrlaff, Anna 628 N. Milweuker St., (2), Tetrlaff, Anna 628 N. Milweuker St., (3), Tetrlaff, Anna 628 N. Milweuker St., (2), Tetrlaff, Anna 628 N. Milweuker St., (3), Tetrlaff, Anna 628 N. Milweuker St., (4), Tetrlaff, Anna 628 N. Milweuker St., (

Tenkamp, Alfred, 411 E. Mason St., (2). Urbanek, August, 4310 W. Forest Home Ave. (15). hem. A. P., 235 W. Galena St., (12). Miss Lydia, 3333 W. Lisbon Ave.,

Wahlberg, Nathan, 612 N. Water St., Wand, Gustav A., 3433 W. National A. (4),

(4), wandrus V. E. 4225 W. NABOBIA AVE., Wandrus V. E. 4225 W. NORth Ave. (8). Weber, Henry H. 1219 W. Vilet St., (5). Weber, Henry H. 1219 W. Vilet St., (5). Weber, Thomas H., 230 W. Wisconsin, Pewaukee. Wellhausen. Willard W. 4433 W. Fond du Lac Ave., (16). Werz, Arthur, 1925 E. Canitol Dr., (11). Weselowski, Andrew V., 3812 W. Burnham St., (12), Kay P., 3315 N. Green Bay Ave., (12), Way P., 3315 N. Green Bay Ave., (12). Wilite, V. L., 622 N. Water St., (2).

(12)
White, V. L., 622 N. Water St., (2).
White, Willard I., 798 N. Jefferson St., (2).
White, Willard I., 2000 W. Lisbon Ave., (8).
Wilk, Level H., 2000 W. Lisbon Ave., (9).
Wilker, W. M., 319 E. Howard Ave., (7).
Wilson, Glen A., 161 W. Wilsconsin Ave., (3).
Wojcik, Henry J., 1400 W. Forest Home
Ave., (4).

Ave., (4). Wolff, Arthur G., 229 E. Wisconsin Ave., (2). Wolfgram, Frank F., 741 N. Milwaukee St., Woodside, Frank G., 606 W. Wisconsin Ave.

(3), whether William W., 404 E. Wisconsin Ave., (2), Zanke, Ernest F., 769 N. Water St., (2), Zanker, Henry A., 849 N. 10th St., (3), Zedler, L. T., 130 W. North Ave., (2), Zezblatt, Oliver, 1330 W. North Ave., (5), Zilber, Joseph J., 1514 N. 12th St., (5), Zitrke, Walter H., 6004 W. North Ave., (13).

Minocova (Individual Members) Hunter, Edwin W. O'Leary, John J. Walliser, George F., Box 415.

Monroe (Individual Members) Buchschacher, F. L., 715 25th Ave. Coplien, N. B., 2619 8th St.

Neenah-Menasha **Board of Realtors**

Active Members, 7 President: F. J. Hauser, 228 W. Wis. Ave., Secretary: Jim Powers, 104 N. Commercial, Neenah.

Boehm, E. J., 611 Henry St., Neenah. Butrem, Romana, 345 Winnebago Ave., Menasha.

Menasha.
Hanse, Louis H., 109 N. Commercial,
Neenah.
Hauser, F. J., 228 W. Wis. Ave., Neenah.
McMurchie, E. J., 223 Spruce St., Neenah.
Powers, Jim, 104 N. Commercial, Neenah.
Sommer, S. A., 145½ W. Wis. Ave., Neenah.

New Richmond (Individual Member) Swenby, Oscar A.

Oshkosh Real Estate Board

Active Members, 12; Others, 3 President: Tim Allen, 115 Main St. Secretary & Treasurer: F. W. Vanderpool, 102½ Main St. Allen, Tim, 115 Main St.

Brokce, Elsie, 332 12th St.
Dolphin, John, 334 Bowen St.
Keyes, Nina, 64 Northwestern Ave.
MacNichol, Neal, 11 Washington Blvd.
Reigh, M. C., 21 Waugoo St.
Spaulding, Jane, 94 Waugoo St.
Thomas, Mrs. Edna, 21, 3. Church St.
Vanderpool, F. W., 1027, Main St.
Wiese, Emilie, 281 Merritt St.

Polmyro (Individual Member) Bannerman, A. R., North West St.

Pelican Lake (Individual Member) Werner, A. P.

Platteville (Individual Member) Thompson, Warren J., 115 N. Bonson St.

Portage County Real Estate Board

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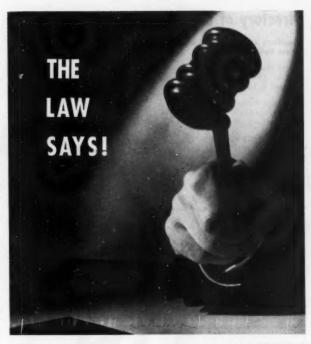
TENANT must remove any fixtures installed by him on or before the expiration of his lease. If he does not, the fixtures become a part of the realty and belong to the landlord. But the question is, if the lease is terminated by breach, and the tenant is evicted in a Forcible Entry & Detainer suit, does he thereby lose the right to remove his fixtures. That has been a more or less open question until the recent case of Getzandaner vs. Erbstein, 341 App. 594, where the court said: "However where the tenancy is ended prior to the expiration of the lease, the same certainty of termination does not appear until after judgement. In such case it has been held that the tenant is entitled to a reasonable period after the termination of the lease for the removal of fixtures.

There is another line in the case that is worth remembering. It is, "... unless by the express terms of the lease he forfeits them if not removed by a specified date." A tenant should be on guard against such a provision in a lease because it may cause him a great loss.

IN A contract to enter into a contract, the contract to be entered into must be fully set forth, or the contract will be void for uncertainty. This rule is not literally applied when it comes to leases. Tiederman on Real Property, sec. 136, says: "And even when a fuller lease is stipulated for, although this clause standing alone would give the agreement the character of a contract or lease, yet if there are proper words of present demise, the covenant for a future lease will be treated merely as a covenant for future assurance."

TREES on the boundary line between two adjoining tracts are the common property of both landowners, but either can cut the branches at the line and dig out the roots penetrating his land."

If you give an absolute deed as security for a loan, you can file a suit in equity, and show that the deed was intended as a mortgage, and get permission to redeem. Tiederman on Real Property, sec. 233, says: ". . It will be found that in no case does the court of equity interfere and permit the in-



If a lease is terminated by breach of contract, does this void tenant's right to remove fixtures he has installed? If an absolute deed is given as security for a loan, can you file a suit in equity to show that the deed was meant as a mortgage and get permission to redeem? Here are some cases of these important points of law

troduction of parol evidence, unless the circumstances of the case are such as would make the vendee guilty of at least constructive fraud in insisting upon the deed being treated as an absolute conveyance. He cites Conkey -vs- Rex, 212 Ill. 444. I doubt the applicability of this principle in Illinois. If it is correct, and I lent you \$1,000 and took an absolute deed as security, and there was not much equity in the property, and we agreed that if you didn't pay me within a year, you would be through, and you didn't pay me, there would be nothing you could do about it, because it could hardly be said that I had been guilty of even constructive fraud.

IF I ENTER into a contract to sell you a building, and the contract calls for a purchase money mortgage payable in five years, and you call me up, and say that you wished to have the privilege of paying the mortgage "on or before" five years after date, and I tell you alright and that we will make the mortgage out that way, the promise would not be binding on me, because a written contract for the sale of real estate cannot be changed by an oral agreement. If we got together and actually changed the contract, this would be valid. In such cases it is customary to initial the change, and this is a good but not necessary practice because it prevents the parties from denying that they consented to the change. If I call you up on the telephone and tell you I wished to have the privilege of paying on or before, and you authorized me to make this change in the contract, and I did so, the change would be valid. Kneedler vs. Anderson, 43 App. 317.

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Realtor Summer

(Continued from page 33)

NAREB chief operates such departments as appraisal, industrial, management, investment, residential, insurance, mortgage, chain store, land, commercial, and lake subdivision. Employed in these departments are 135 people.

Spend a few hours with Alex Summer — the businessman, the president of NAREB, the average man. This is how he thinks . . .

He adheres to the policy that the sound future of real estate depends on holding government controls within the necessities of the present national emergency.

He says expansion of government house building means the gradual extension of private enterprise, as in England.

"It is our duty as Americans not to surrender our liberties and assets except as they are essential for winning a war," says the NAREB leader. And he emphasizes that word "essential."

He says this about Washington:
"We must prevent ambitious bureaucrats, who are anxious to dispose of our wealth in the ways
they think best, from cutting down
the tree in order to gather the
fruit. It is our duty to prevent
them from taking advantage of
real or fancied crisis to further
their own ideologies or panicking
Congress and the people."

"The bitter truth is that our whole federal establishment is padded with incredible waste. At this moment federal officials appeal to the public to make great sacrifices. Let's have a little parity in sacrifice. If the government is to be a leader, it should certainly set an example."

Summer has instituted a novel plan to bring home to all his employees the extent of their personal contributions in taxes. When pay day comes, each gets his full salary without any deductions removed. Then the employee is asked to make his payment in cash for unemployment insurance, Social Security, and withholding tax.

Today, as president of NAREB and spokesman for the real estate industry, Alex Summer faces his most important test. He must help guide the industry through the wilderness of confusion. He must be the industry's watchdog—ready to cope with all situations. This is how he's facing the test...

He already has testified on behalf of NAREB before the Senate Banking and Currency Committee and the Home Banking and Currency Committee. He participates several times weekly on radio and television programs discussing controversial subjects relating to the industry. On his tours — where he is most of the time — he averages four talks a day, including press and radio appearances.

All this is a long way from that first \$25 commission in 1920. Since then, Alexander Summer has demonstrated through accomplishments and ability that he can do the bigger jobs lying ahead.

Percentage Leases

(Continued from page 46)
round figure for himself and the
odd amount represents the tax in-

We have a two-story building on the best corner of our 100% negro district. The first floor is occupied by three mercantile tenants. The second floor with 18 offices is rented to a group of negro doctors and dentists. The monthly rental is one-twelfth of the taxes on the entire building.

12

All past and present problems of the leasing broker are relatively insignificant when compared
with the renewed threat of governmental rent control of commercial properties. In previous legislation, this element of control has
been defeated. It has now been officially announced that another effort will be made to impose commercial controls and it has been
suggested that commercial rents
will be "rolled back" to July of
last year.

The impracticability of such measures must be pointed out to government officials. Commercial leasing is a highly complex and specialized business and it's anybody's guess what mess will occur when officials get a chance to operate in this area of business.

Here are just a few of the problems that will have to be faced.

Where there is tax participation, whose rent is to be frozen . . . what the landlord gets or what the tenant pays?

How about the old lease shortly expiring that was made at what is now an inadequate rental and where both the landlord and his satisfied tenant expect an increase under an extension?

What will happen where a greatly reduced rental or a less than the usual percentage was charged to enable the tenant to amortize his remodeling costs with the understanding that the next

lease would return to normalcy? In "freezing the formula," how about the percentage lease either expiring soon, or with a recapture clause, and the tenant's rent has settled down to an unsatisfactory low minimum guarantee?

If the rent, whether fixed or percentage, is "frozen" at a satisfactory figure and the tenant's operating methods depreciate the value of neighboring properties, will he be "frozen" in at his lease expiration so long as he does not violate the law or a specific lease provision as were tenants under the present rent control law?

Increase in Construction Cost of a Standard Small House During 1950



Construction cost of a standard small house increased 9.7% during 1950, according to a 110-city survey made by NAREB. For cities, Nashville had the lowest cost figure, Mankato, Minnesota, the highest. The smallest and largest cities — those under 10,000 and those over 500,000 — recorded the biggest boost in cost, 13%.

Sales Interest

(Continued from page 51)

say, "I'm sorry but I have an urgent engagement and must leave at once. I'll call on you again."

Be very sure that you are not producing some counter attraction. Be sure that your clothes are not so unusual that he cannot take his eyes off them. Don't slide forward in your chair and make him wonder if you are going to slip. Dress and handle yourself so that when you leave his office he cannot remember what you had on or what you did with your hands or how you sat in the chair. Make sure that all he can remember is that a courteous, intelligent gentleman, who seemed to be interested in him and his problems, had just been in to see him.

Be enthusiastic. Show feeling. You must believe absolutely in the property you are trying to sell. Then have the courage to tell him about it enthusiastically. No emotion is more contageous than enthusiasm when it is not overdone.

Renew fading interest by contrast. If he continues to look over his papers, suddenly change your voice from high to low, from rapid to slow. Do it deliberately at a point where the words which follow the change are words which you believe should arouse his interest.

Your prospect is comparing you with other salesman, so convince him that you are different from the others because you are more courteous, more businesslike, more intelligent and efficient.

Always use plain words. Long words and unusual words have no place in a sales talk. If the unusualness of a word or the doubtful meaning strikes him, he will be thinking about that during the rest of the sentence. There is no purpose in your sales talk other than painting a picture for your prospect to see. Some of the simplest words in the English language paint the clearest pictures. Never try to explain the intri-

Never try to explain the intricacies of mechanical equipment or anything that might come up during the conversation unless you clearly understand it and can explain it without error.

There is nothing so boring as repetition when it is not done properly. There is nothing so forceful as repetition when it is done intelligently. After finding out what

the prospect is interested in and stressing those points, keep coming back to them. When he mentions something about the property that he doesn't like, go right back to what he does like.

Don't repeat the things that are perfectly obvious. I remember driving over to see a residence with a prospect and one of my salesmen. As we got out of the car the prospect mentioned the beautiful lawn. I remarked that it was creeping bent grass, expensive and attractive for lawn purposes. In the next half hour my salesman mentioned how beautiful and green the lawn was at least a half dozen times. The prospect was an intelli-gent man. He took in everything that was possible to take in about the grass before we crossed the front sidewalk. The picture of the green grass was thorough and there was nothing to complete the picture except to spoil it. On the other hand the prospect was intensely interested in a proper social at-mosphere for his children. All things pertaining to that interest were the things to stress and were the keys to a sale.

Next month, we will discuss the result-getting appeals to use.

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- Product Progress

New Style Wall Cabinets

The General Electric Corporation of Bridgeport, Connecticut, has introduced a new line of kitchen wall cabinets that have counterbalanced doors which lift up from the bottom with finger-tip operation.

lift up from the bottom with finger-tip operation.

Accompanying "underwall" cabinets which fit directly below the larger wall cabinets also feature new-style doors which open down from the top. These door designs help eliminate the potential hazard to housewives of bumping into open cabinet doors.

The wall cabinets have wire shelves for added

The wall cabinets have wire shelves for added cleanliness and the underwall cabinet shelves can be removed so that small appliances may be stored in them.

Interlocking Wall Tile

A new design in plastic wall tiles is an interlocking bevel-edged tile made of plastic Styron and manufactured by Jones & Brown Company of Pittsburgh, Pennsylvania.

The inter-locking tile is self-aligning and because of its bevel edge no grouting or pointing is necessary. Mastic used in applying the tile to walls is "locked" in by a special ridge on the back of the tile.

The tile, called "Pittsburgh Interlock." comes in

The tile, called "Pittsburgh Interlock," comes in 22 colors and is said to withstand temperatures up to 165 degrees Fahrenheit.

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Refrigerator Door Seal

A plasticized vinyl gasket designed to provide a better door seal and reduce refrigerator operating costs is being manufactured by the Westinghouse Electric Appliance Division, Mansfield, Ohio.

The new gasket is said to be more resistant to deterioration caused by kitchen oils, fats, and acids and lessens the chances of warm air penetrating into the refrigerator and resulting in losses of operating efficiency. A

Self-Clinching Shingle Nail

Increased holding power and complete penetration at stud location are features of a self-clinching stainless steel nail for face nailing asbestos shingles directly to non-wood sheathing.

A "window" or rectangular opening in the driving leg permits a bellows-like expansion of the sides of the nail into the sheathing material when the driving leg penetrates a stud. The "window" allows the nail head to flatten completely and without distortion.

The head of the nail is so designed that it requires approximately 25% less force to flatten against the face of the shingle.

The Elastic Stop Nut Corporation of America, Union, New Jersey, manufactures the product and at present it is available for one-half inch sheathing.

Handy Wrecking Tool

A new wrecking tool, "Ripper Jack," is designed for dismantling wood structures in such a way that the lumber is preserved in good condition for re-use. The all-steel tool is a combination crowbar, pry-rod, nail puller, and sledge and can be used in almost any nosition.

The Calumet Steel Castings Corporation of Hammond, Indiana, is the manufacturer.

Draft-Free Window Ventilation

Designed for unobstructed vision and regulated ventilation for window installations in homes and apartments, a new "Lilly-Vent" window features controlled air circulation by use of vertical sliding panels which adjust to any desired position.

panels which adjust to any desired position.

There are no hinged doors to be blocked by furniture or drapes and each unit provides clear view design, no-draft louvers, weatherstripping, and concealed screens.

The wood frame window has wood louvers and may be fitted with crystal, plate, or Thermopane glass. The only moving part is the vertical sliding panel which operates freely in a metal weather-stripped channel.

The manufacturer is Lilly-Vent, Inc., Portland, Oregon.

Concrete Floor Slabs

The Flexicore Company, Inc., Dayton, manufactures a concrete floor slab that helps reduce the problem of wiring on concrete floors.

The floor slab has a series of four and one-half-inch hollow conduits, on six-inch centers, and is available in lengths up to 22 feet 6 inches.

In a typical wiring job, a hole is cut through the concrete to the core, the wire cable is fed through the core and then attached with toggle bolts, studs or fixture bar and bolt.

Real Estate Salesbook

Three-ring binder, flexible salesbooks specially designed for use by real estate salesmen are being manufactured by the Inter-City Manufacturing Company, Inc., St. Louis 11, Missouri.

The all-purpose notebook has a transparent busi-

The all-purpose notebook has a transparent business card pocket, special pockets for listing forms and other real estate forms, and a small pocket for a book-

let of amortization tables.

It is available with ring sizes of two inches, one and one-half inches, one inch, and a pocket size of three-quarter inch. It is covered with a heavy grained leather-like material over flexible board.

Portable Mortar Mixer

A three-cubic-foot capacity plaster and mortar mixer manufactured by the Knickerbocker Company of Jackson, Michigan, is designed for use on both large and small building projects. The portable unit can be used where only a limited mix is desired and can help reduce hodding costs on large projects by being set up close to working site.

The over-all width of the "Mix-Miser" is 29½ inches; it weighs 535 pounds without engine, and its charging height is 36¾ inches. The mixing drum can be tipped past the discharge position so it may

be hosed out and cleaned thoroughly.

The mixer can be operated either by gasoline or electric motor and the drive is provided through positive gear trains with correct reduction.

Buy Now

A TTEMPTING to forecast economic developments in these erratic-running times is a task not everyone is willing to undertake. To even hazard a guess, a sound knowledge and understanding of such things as values, market values, future values, prices, costs, premiums, and historical trends is necessary.

Dr. Roy Wenzlick, nationally known real estate economist of St. Louis, recently delivered an address in which he forecasted the real estate market for

1951.

He said that real estate prices will rise and that

now is a good time to buy a house.

Dr. Wenzlick is credited with accurately forecasting the depression of the 1930's and the big real estate boom which began in 1940.



Dr. Roy Wenzlick, left. I. W. Distel, Cleveland, Ohio

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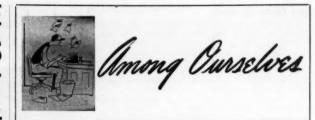
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There may be an over-supply of lumber later in the year if current production keeps up and home building slows down. But right now mills are having trouble keeping pace with orders. Production is running 25% ahead of a year ago, but orders are topping output by about 10%.

Real estate property managers must know how to protect their properties from excessive damage in case of bombing and sabotage, says Ormonde A. Kieb, president of the Institute of Real Estate Management. IREM is at work studying the problems of defense, handling properties under bombing attack. In Washington, D.C., Jerry Maiatico wants to build a 10-story, three-basement office building with bomb shelter for 8,000 persons, but officials are currently frowning on bomb shelters for the general public.

If a landlord in New York's metropolitan area grants a tenant permission to install a television antenna, he may apply for a \$2 monthly increase in rent. The rental value for a new refrigerator to replace an old one is \$3 per month for a standard size not exceeding seven cubic feet. The same goes for a new range of a better grade.

Future of the "vertical" city came in for some interesting debate recently at a meeting of the planning committee of the New York Real Estate Board. Robert W. Dowling, a realty investor, championed concentrated housing, saying that it was less expensive and families could be nearer their work. Paul Windels, a city planner, advocated horizontal growth unless metropolitan centers can bring back middle-income families who have moved to the suburbs so they can raise their children away from the disadvantages of city life.

News Nibblings: Concrete roads are "gone" in future developing of subdivisions, says Kenneth Draper, Detroit realtor. He believes the newer bituminous materials are proving to be a better bet, especially in the ease of repair... Our apologies to Chicago Realtor Mark Levy. We quoted him in last month's capital gains tax article as saying that "a person who has reached a tax bracket where income doesn't do any good would be better off selling even at 62½%." It should have read 25% to 37½%... A bill has been introduced in the New Jersey state legislature to prohibit municipalities from increasing taxes on any real estate as long as rent control continues in effect.

For the first time in its 16-year history the NLRB has ordered union elections in the building industry . . . The Home Builders Association of Greater Boston has affiliated with the Boston Real Estate Board to "unit all segments of the real estate industry into one large, powerful, and vigorous organization." . . . More towns are eliminating the problems of garbage collection by requiring that new homes be equipped with electric food waste disposals or gas incinerators. Appliance manufacturers are selling the health advantages and savings from no garbage collections . . . General Motors has purchased a 100-acre tract on the edge of Syracuse for a new industrial plant. Jackson Potter, Syracuse realtor, handled the transaction . . . John C. Taylor, Jr., president of American Houses, Inc., has been elected the new president of the Prefabricated Home Manufacturers' Institute.

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